

# Training & Development Program Handbook

**Prepared By** 



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### **Coach Kamrul Hasan**

**Transformation Strategist (Mind, Body, Spirit)** 

John Maxwell Certified International Speaker and Coach || Number #1 Mindset Coach in Bangladesh || Certified DISC Behavioral Consultant & Trainer || Leadership Coaching Strategies, Harvard Extension school || Certified Flourishing Life Coach.

Coach Kamrul Hasan is an International speaker, Success mentor, a Behavioral & Organizational Consultant, Leadership and Life Coach. With 25 years of professional experience in prestigious global corporations like HSBC, Huawei, D&B and BRAC bank, Ericsson, and ZTE technologies,

he has extensively worked with **40+ organizations over the last 5 years in their efforts of human capacity development**. In addition, he has also trained at **Bangladesh Institute of Management (BIM)** – a flagship, premier government management-institution for training and development in Bangladesh – in the capacity of a **Guest Lecturer**.

In his passionate quest for self-development, he has studied and been **certified by the world's no.1 leadership authority John Maxwell Team as a speaker & coach, DISC behavioral consultant**, and various other world-leading authorities in self-transformation and entrepreneurial work. He brings in a combination of corporate experience, a strong belief in the importance of life-long learning, and a wide range of life experiences to realize his dream of assisting millions of people worldwide in unlocking their hidden potential.

He is a Silva Life System, Silva Intuition System, Transcendental Meditation (TM) & SCI (Science of creative intelligence) Graduate. He has been certified as a speaker and trainer by no.1 leadership authority John Maxwell Team in addition to being a DISC certified Behavioral Consultant and Certified Flourishing Life Coach by Flourishing Coaching program, Canada. He has also completed "Leadership Coaching Strategies" from Harvard University.

Transformation Strategist (Mind, Body & Spirit)

Coach Kamrul also attended and passed training programs from world's leading self-

transformation coaches such as Darren Hardy, Robin Sharma, Lisa Nichols, and CEO Success

Coach Marshall Goldsmith. He has also completed the Master Coach Certification- From ITD

World, Malaysia.

He also took his own initiatives to get trained in Corporate Governance, Sales, and self-

transformation. One of his remarkable accomplishments was receiving the "Chairman's

Excellence Award" from world-renowned humanitarian Sir Fazle Hasan Abed. He was

presented with this honor for initiating a humanitarian project in collaboration with the British

retailer Primark to interview and compensate 3800 victims of the RANA Plaza tragedy in

Bangladesh.

Now he is the Managing Director of Sensei Wisdom Holdings Ltd. - an award-winning global

Management Consulting firm and founder of CKH Network, Founder & CEO of Alpha Next

Digital and CEO of Alpha Arts & Photography.

For More: https://coachkamrulhasan.com



# Introduction



Giving your employees the opportunity to develop new skills and capabilities is a powerful way to improve employee engagement and retention, two of your most pressing challenges. To provide a comprehensive range of innovative learning and development solutions, we draw on globally accepted and acknowledged training materials and expertise. Programs can range from half-day to multi-day workshops, and can include assessment work as well as a variety of activities.

#### **Master Your Mindset**

Master Your Mind to Master Your Life – For Personal & Professional Development

"Master Your Mind" by Coach Kamrul Hasan is a 2-day long, workshop-style program designed to help participants expand their mindsets and explore techniques that can help them:

- Be effective in the workplace as individuals and as teams, as well as in their personal lives.
- Maximize productivity and performance by learning to strike a balance between time/task management.
- How to manage their stress and anxiety and positively channel it for their success at the workplace.
- How to create a Winning Mindset
- Enhance performance by establishing a positive mental image, silencing inner doubt (convert your doubt into power), and focus on the quality of the experience.
- Achieve Continuous Improvement.

This is accomplished through expert-led facilitation and experiential learning via different activities.

#### What you will learn:

#### Part1:

- Find the purpose of your life and career and take charge of your own future.
- Make correct choices and figure out why people get stuck in life & career.
- Set life & career goals with a clear vision via Career Mapping.
- How to maximize productivity & performance (Individual & Team)
- Life planning, goal setting & goal achievement
- How to manage your time / task
- Personal development action Plan
- How to improve your communication skills.

#### Part2:

- How to deal with stress and transform stress into success.
- Creating happiness for success.
- Powerful Mindtools for maximizing potential while remaining stress-free in the face of adversity.
- Ways to overcome fear.

#### Part3:

- · How to create a winning mindset.
- How to overcome poor habits and replace them with winning ones with the right mindset.
- Learn how to make the most of your limited time with the Adaptability Matrix
- Learn how to progressively improve your health, mind, body & achieve holistic wellness.

#### Part4:

- Enhance performance by establishing a positive mental image, silencing your inner doubts (convert your doubt into power), and focusing on the quality of the experience.
- Achieve Continuous Improvement.
- Overcoming your obstacles for the breakthrough you need.

#### **Benefits of the Program:**

One of the best aspects of this program is how it has been designed to help participants thrive holistically, which will not only help them be a better version of themselves professionally but also personally, allowing them to perform at their best in the workplace. By the end of this program, participants will be able to apply the techniques learned to:

- Develop a continuous improvement mindset.
- Career mapping with a clear vision.
- Identify your greatest hurdles and learn to surmount them.
- Learn ways of overcoming life & career obstacles.
- Learn about the tools to achieve career & life goals.
- Find the true purpose of life
- Cultivate excitement by using performance metrics that meet your & your organizations needs.
- Eliminate poor habits and replace them by adopting a winning mindset.
- Learn the most powerful change-transition and stress management strategies.

# Mind Training (Recorded)

Developing Growth Mindset for Optimum Productivity, Laser-Sharp Focus, Life Goal-Setting, effective time management & Finding clarity and beyond

Your employees are the heart of your organization. We believe it is the transformation and growth of your business and that growth will come from the development of your employees. If stress, anxiety, fear, and an inability to handle pressure have kept your employees from performing at their best, caused them to crumble under stress and leave their job, made them procrastinators, or simply allowed their negative emotions to control their behavior, this compact but effective program is the solution for you!

The most powerful tool of them all lies within us. It is the power of our MIND. By training the mind appropriately, anyone can achieve their desired goals and this is what you gain by taking "Mind Training by CKH" course.

The **32+hours**, **compact but powerful recorded course** has been designed in **3 levels** (Level-1, Level-2, & Level-3) to provide you with the tools and techniques you need to master your mind and achieve your goals in your Life, Career, Business, and Relationships—all that from the comfort of your space and at your own pace!

The entire course is not like a typical recorded course. Along with the videos, specific assignments and exercises have been added as well as different Tools and Techniques for doing them. By the end of this course, participants will have received their desired guidelines. By following this guideline, they will be one step closer to achieving their goals.

#### **Overall Learning Outcomes:**

- Mind Development: Learn about various Mind Development Techniques to upgrade your inner programming and how to implement them.
- Planning and Goal Setting: How to Set and Achieve Goals in Life, Career, Relationships, Health, and Finance.
- Stress and Emotions Management: Learn various ways to handle emotions and stress in order to keep fear, anxiety, and depression at bay.
- Build a Good Habit: Learn how to break bad habits and form new ones.
- Overcome Obstacles: Learn how to overcome obstacles and progress toward your goals.

- Craft your Success Development Roadmap: You can learn how to create a Success Roadmap by appropriately setting goals in each area of your life.
- How to come out of Negative Mindset
- How to manage Overthinking
- •How to Reprogram Your Mind
- How to become more accountable and more self-aware
- •How to design a better life
- •How to let go of suffering, guilt and victim mindset
- How to transform your life and career

## **Mind Training Level 1:**

Mind and brain are not considered to be the same because scientifically, it is still unknown what influences and is contained within the mind. This 8-hr+ introductory course will give you an apparent understanding of what the mind is and how it shapes us. In the first level of the course, we would dive into exploring and understanding the mind, unlocking inner desires, opening one's mind, letting go of negative attitudes, and developing self-belief.

#### What You'll Get to do after completing the course:

- Have a better understanding about the role of mind in our lives
- Determine the right goals for your life
- Overcome the obstacles on your path to success.
- Improve your productivity and performance
- Boost Self-Confidence
- Manage your negative thoughts and emotions positively
- Be able to let go of your past and move on to a better future
- Better manage your Stress, Anxiety, Fear and Depression
- Master Work-Life Balance
- Be able to Utilize Your Inner Power To Your Advantage

#### What You'll Learn:

- How the Mind Controls Our Body and Life.
- What's Holding You Back From Achieving Your Dream Life
- How the Mind Connects With Our Past, Present and Future
- How you can take charge of your Present for a better Future by healing from your Past.
- Importance of Life Goal & Purpose
- How to access Your Inner Power Using Your Mind
- How to Develop Focus and Persistence Using Our Mind
- How to use Newton's 3rd Law & Law of Vibration To Achieve Anything
- How to Prepare an Action Plan to Achieve Anything

# **Mind Training Level 2:**

In Level 2, we delve deeper into the realms of our minds, learning about the different types of minds and how to use them to access your inner power, eliminate bad habits, manage your energy, and maximize your performance. This 11-hour+ intermediate level course is packed full of powerful mind tools and techniques that can help you live a more purposeful life by managing your mental energy, stress, and anxiety levels. You will also learn various techniques for managing your daily life and goal-setting tools.

#### What You'll Get to do after completing the course:

- Learn about the different types of mind
- Determine the right goals for your life
- Overcome the obstacles on your path to success.
- Overcome career and life problems
- Eliminate Bad Habits and Build Good ones
- How to Manage Anger, Fear, Stress, and Anxiety
- Shift the Negative
- Energize Yourself
- Be able to craft a personalized goal plan

#### What You'll Learn:

- Learn about the Mind and the Mind Power
- Types of Mind, It's Impact and Tools
- Maximizing Your Productivity and Performance
- Live a Purposeful Life Using Mind Power
- · Life Planning and Goal Setting
- Daily Life Management
- Positive Energy
- How to manage and overcome your Stress, Fear, Anger and Depression

- Eliminate Bad Habit
- Removing Obstacles
- Personal Action Plans & Next Action

# **Mind Training Level 3:**

This course will help the participants build a stronger foundation about themselves. Because **"knowing thyself"** is the most important aspect of making one's life journey meaningful.

If you find yourself losing focus while performing a task, constantly blaming yourself for not being successful, having a negative self-perception, being afraid of every situation, not being able to perform due to excess stress, fear, or depression, then this advanced level course is for you!

The Driving force of every person is unique to them. For human beings, that fundamental driving force is Energy. Our body, mind, and soul are all a part of the Universe. As an integral part of this Universe, we will discover the Driving Force / Gap by answering the questions like "how I conduct myself or how I need to do it", and "if I can't do it, why I can't do it".

We will take the participants on a spiritual, experiential journey where they will look deep into themselves and use their inner energy to bring about more focus in themselves, release negative energy, come out of the victim mindset, and elevate to the level of freedom in this 14-hour course.

#### What You'll Learn:

- Who Am I: Discover Yourself, Understand and Improve Your Self-Idenity and Personal Growth.
- Learn how to Maximise Results
- How to Access Unlimited Energy: Learn how to tap into unlimited energy sources and bring the best out of you
- Myth: Learn to dispel common misconceptions and beliefs with different tools
- Slowing Down: Learn to reduce stress and increase mindfulness through intentional slowing of physical and mental activities
- Learn to Redesign, Reorganize and Restart through different strategies and tools
- The 5 Fundamentals of Life
- Learn to focus on understanding and improving the workings of one's own mind & What's working behind my Mind
- How Consciousness is impacting our current reality
- Importance of Silent Mind/ Quietness/ Stillness
- Process of Wanting
- The Most Negative Word: Learn to identify and overcome the power of negative self-talk.
- Learn about Desire, Resistance, Coherence & Intention
- Your Ticket to Abundance: Learn how to welcome freedom and abundance through practical, actionable steps
- Imperturbability: Learn to develop emotional resilience and mental stability in the face of stress and challenges.
- Scale of Action

#### Transformation Strategist (Mind, Body & Spirit)

- How to handle feeling
- Releasing to remove internal blocks
- Emotional Intelligence: Learn to manage your emotions, improve relationships, and enhance personal and professional success through self-awareness and empathy.
- Emotional Pictures
- Attachment to Money: Learn to overcome your attachment to money and develop a healthy relationship with finances.
- Attachment & Aversion
- Breathing Exercise
- Release Technique
- First step to Freedom

# The Power of Growth Mindset for Leadership Development

Unlock your leadership potential and drive success with a growth mindset.

Leadership is about continuous growth, learning, and adaptation. By adopting a growth mindset, leaders can overcome challenges, develop their skills, and inspire their teams to achieve great things.

"The Power of Growth Mindset for Leadership Development" program is designed to help individuals cultivate a growth mindset in order to become more effective leaders. The program will focus on the concept of a growth mindset, which is the belief that individuals can develop their abilities and intelligence through effort and learning. The training will provide participants with the tools and strategies to overcome limiting beliefs, embrace challenges, and continuously learn from failures, and create a positive, forward-thinking culture in your organization in order to develop and improve their leadership skills.

The program will include interactive sessions, exercises and activities to illustrate how a growth mindset can be applied to leadership challenges and opportunities. The training will also include self-reflection, goal-setting and feedback mechanisms, which will help participants monitor their progress and continue to develop as leaders.

#### **Learning Outcomes:**

The program is intended to help leaders improve their leadership skills and achieve their goals by focusing on the following learning outcomes:

- 1. Understanding the concept of growth mindset and its impact on leadership development.
- 2. Identifying and challenging fixed mindset beliefs that may be holding them back.
- 3. Creating a growth mindset by learning to accept challenges, persevere in the face of setbacks, and learn from failure.
- 4. Building resilience mindset to overcome obstacles and achieve goals.
- 5. Practicing growth mindset strategies to improve communication, problem-solving, and decision-making skills.
- 6. Encourage and support the growth mindset in their team and organization.
- 7. Creating a culture of learning and development within the team and organization.
- 8. Learn how to measure and track progress towards growth mindset development.

This program is customisable according to company needs.

# **Effective Time Management and Living Stress-free Life**

Master the Art of Prioritization, Goal-setting, Time management, and Stress Management for Maximum Productivity

It's not unusual to become overly stressed and overwhelmed when your schedule doesn't go as planned or while overworking. When you face this situation every day, it increases your daily stress. Frustrations start to consume you, negatively impacting your family life, relationships, and mental health.

Learning how to manage your time properly to be more productive and avoid feeling stressed is the link between time and stress management. When you know how to manage your time properly, tasks appear to be easier and less stressful in the long run.

Our program has been designed to help individuals learn how to effectively manage their time and reduce stress in their daily lives. The program typically includes a combination of instruction, exercises, and practical application to help participants develop the skills and strategies needed to manage their time and stress more effectively. This might include techniques for setting goals and priorities, managing interruptions and distractions, and using tools and technologies to stay organized and on track. Additionally, the program may also address stress management techniques such as mindfulness, NLP (NeuroLinguistic Programming) and relaxation to help individuals cope with stress. The training program can be tailored to meet the specific needs of the organization.

#### What you will learn:

- Find your Purpose
- Find the Values
- Goal-Setting (Personal, Professional, Organizational)
- Manage their time better and become more productive
- Master the Art of Delegation
- Prioritize Your Task
- Battle Common Time-Wasters, including Procrastination
- Learn how to say NO
- What is Stress?
- How to manage Stress?
- Worrying & Living
- How to Overcome Fear?
- The Power of Word
- Learn how to develop life strategy
- Introduction to NLP
- Happiness and Success
- NLP tools and techniques
- Winning Habits
- Time Management Tools
- Learn how to prepare action plan & Behavior Change Techniques

### **Emotional Intelligence For Professional & Personal Excellence**

Maximize your leadership impact by ingraining a culture of empathy and adapting positively to pressure, setbacks, and challenges, no matter the situation.

Emotional intelligence (EI) refers to our ability to recognize and control our emotions in order to achieve positive results in our relationships. Managers with high EI are better equipped to deal with subordinates, colleagues, and company executives, and they can handle and resolve conflicts more effectively.

Technical competencies and expertise are required for professional success; however, research now indicates that Emotional Intelligence is the most in-demand skill today. This is because communication and teamwork now require high levels of empathy, self-awareness, and emotional control.

#### What you will learn:

Through our program Emotional Intelligence for Professional and Personal Excellence, the participants can learn:

- <u>Self-Awareness</u>: being able to recognise and understand ourselves, our behaviors, and our emotions
- <u>Self-Management and Self-Regulation</u>: being able to be in control of their emotions, and therefore the responses
- Self-Motivation: Have a driven attitude towards achieving goals
- <u>Empathy:</u> encompassing our ability to understand and 'feel for' others, understand their emotion, and therefore relate to them more effectively, build and maintain relationships, manage conflict and work with others

#### **Emotional Intelligence - For Professional and Personal Excellence:**

- Emotional Intelligence
- Emotional Intelligence 4 areas
- Self-Awareness
- 7 Intelligences
- Self-Management
- Choose your emotions
- Stress management
- Handling criticism
- Social awareness
- Empathy
- Understanding others
- Relationship Management
- Conflict management
- Influencing/developing others
- Speaking
- Praise and improvement feedback
- Teamwork and inspirational leadership
- Next steps to make El a way of life

This workshop is customizable based on company requirements.

## Mastery of Self [MS] through Neuro Linguistic Programming [NLP]

**Introduction:** Sensei International first conducted the first Mastery of Self [MS] through Neuro Linguistic Programming [NLP] 'playshop' in Sri Lanka in 1996 and since then hundreds of these playshops have taken place in Sri Lanka, Bangladesh, Pakistan, Indonesia, Vietnam, Malaysia, the UK and the USA for companies through in-house workshops and for individuals through public events.

What is 'Mastery of Self [MS] through Neuro-Linguistic Programming [NLP]'? This programme will help participants to achieve their physical, emotional, mental and professional objectives. NLP helps to liberate the individual's potential and helps focus energy to channel their life in exactly the direction in which they want to go. The programme draws on proven techniques developed by some of the world's foremost peak performance experts. The Science Digest states that NLP is the most promising development in the field of human advancement. It is 'software' for the hardware of the human brain - a user's manual to achieve one's goals.

#### **Benefits to participants:**

Participants will be able to learn the following:

- ♥ Introduction to NLP
- ♥ Mental habits for success
- Principles of Mastery
- Zoom in on life purpose
- Formulate a 5 year strategy for life
- ♥ Create a powerful self-image
- Experience the power of Love
- Learn to read people
- Energise themselves instantly using anchors
- Learn powerful stress relieving techniques including meditation
- Manage life to make the best of time
- Learn the most powerful change techniques in the world
- Remove the sting of past failure
- Master relationships and fill them with satisfaction
- Identify their greatest hurdles and learn to surmount them

# Who is this programme for?

Mastery of Self is for any individual interested in maximizing the potential of the mind for self-mastery. Past participants have ranged from corporate heads to junior executives, from clergy to film stars, from sportspersons to housewives. It is simply for everyone.

#### Flourishing Coaching Certification:

# **Certified Flourishing Life Coach™**

Developing Leadership as a Coach

Most leaders today are leaders because of their technical and functional knowledge and expertise in their domain. A leader is expected to have all the answers and to guide the team through all of their functional activities. The face of leadership and style has changed in response to the world's rapid changes. The role of a leader has now evolved to include coaching! And we believe our program Certified Flourishing Coach™, can be an amazing medium through which leaders can further enhance their skill sets, deepen their self-awareness, foster crucial skills and lead with more confidence and adaptability while contributing to the foundation of a healthier, happier, and more lucrative company.

**Certified Flourishing Coach™** is a Canadian Certification program operating out of Calgary, Alberta. The **Certified Flourishing Coach Model™** is **evidence-based and practitioner focused,** meaning that it is based on science and psychology.

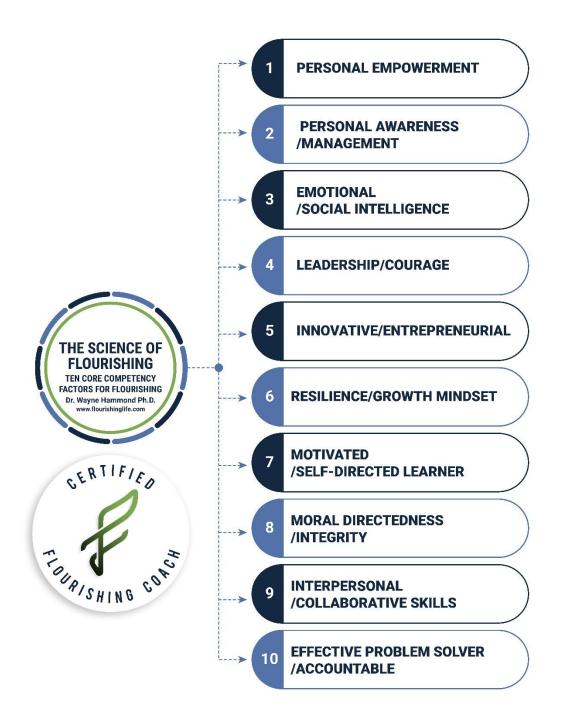
#### What's Included:

Included in your Certified Flourishing Life Coach™ Registration:

- The Certified Flourishing Life Coach™ Training Program,
- Certification as a "Certified Flourishing Life Coach™", which is the prerequisite to the other 11 areas of coaching certification we offer:
  - Certified Flourishing Leadership Coach™,
  - Certified Flourishing Business Coach™,
  - Certified Flourishing Workplace Coach™,
  - Certified Flourishing Sales Coach™,
  - Certified Flourishing Wellness Coach™,
  - Certified Flourishing Relationships Coach™,
  - Certified Flourishing Parenting Coach™,
  - Certified Flourishing Creativity Coach™,
  - Certified Flourishing Career Coach™,
  - Certified Flourishing Pastoral Life Coach™,
  - o Certified Flourishing Educator™.
- The Science of Flourishing and Application In A Life Competency Context,
- The 10 Core Competencies For Flourishing,
- Experiential Learning As A Coach And A Client,
- Permission To Use The Certified Flourishing Coach™ Material With Clients,
- · An Evidence-Based and Practitioner-Focused Model,

- Live Instruction With A Live Facilitator, or Recorded Modules On-Demand,
- An Online Portal With Additional Resources,
- 2 Full Days of Facilitator-Led, Program Intensive Training,
- · 4 Online Pre-Work Preparation Modules,
- 4 Online Post-Course Support Modules,
- Access to the FLQ (Flourishing Life Questionnaire) Prior To The Course,
- · Training To Understand The FLQ,
- 28 Hours of Continuing Education Credit,
- A One-on-One Follow Up Session With Your Facilitator,
- Access To Our Monthly Certified Flourishing Coach™ Support Webinar,
- Bonus Training Recordings,
- Private Certified Flourishing Coach™ Facebook Community,
- · A Thriving Community of Support and Empowerment,
- Full Session Outlines, Tools, And Worksheets For At Least 12 Sessions With Your Clients, Along With Tools, Resources, And Ongoing Support,
- Certified Flourishing Life Coach™ Participant Manual,
- Strategies For Marketing Your Services As A Certified Flourishing Life Coach™ In BOTH
  The For-Profit And Not-For-Profit Space,
- And More!





# The Certified Flourishing Coaching Model for Transformational

C.H.A.N.G.E.



- 1. Create Safety and Build Trust Nothing positive or transformational occurs until people feel safe. Everything begins when coaches partner with individuals to create safety and build trust. When people feel safe and trust is nurtured, we are on the path to mental and emotional wellbeing. Here, we support creating an environment of safety and trust.
- 2. Hear and Listen With Heart and Mind A large part of creating safety and building trust is hearing and listening, with both heart and mind. As individuals are seen, heard, and understood, they feel valued and supported, and can be invited to think and respond differently. Here, we support hearing and listening with both heart and mind.
- **3. Align** When individuals feel safe and build trust, and feel seen, heard and understood, they can begin to move into the high performance that occurs when they are internally aligned. Just as a vehicle runs more smoothly and requires less energy to go faster and farther when the wheels are in perfect alignment, we all perform better when our thoughts, feelings, emotions, goals, and values are congruent. Here, we support a proactive approach that cultivates consistent Alignment leading to high performance.
- **4. Navigate With Vision and Goals** Feeling safety and trust, along with feeling valued and aligned set the table for strategic conversations around employee vision, goal-setting, and proactive performance management leading to high levels of employees satisfaction and productivity. Here we support individuals to deepen personal and professional Vision, while setting healthy and appropriate Goals.

- 5. Growth Mindset A Growth Mindset is the best safeguard against challenges and adversity in career growth and development. An individual with a growth mindset sees challenges and obstacles as a natural part of learning. Individuals with growth mindsets are more likely to succeed because they are more motivated to learn, have a desire for hard work, are less discouraged by difficulty, and use more effective strategies for coping with stress and challenges that arise along the way. Here we support individuals to cultivate a Growth Mindset.
- 6. **Execution and Accountability** People thrive with accountability, and we can't flourish without it. Results and accountability are intimately linked. Accountability and growth measurement will come with quarterly FLQs as individuals are able to track and celebrate progress, supported by their Wellness Coach. Here we support individual and team Accountability, which fosters better relationships, improves happiness, helps team members clarify and accept expectations, and eliminates surprises.

#### **Benefits:**

The personal benefit of training to be a coach is mainly building quintessential leadership traits needed to effectively lead a team, steer the company in the right direction while becoming a more fulfilled person holistically. However, beyond the personal benefits, this program could help your company through you by teaching you:

- To have a keen eye in identifying strength and weaknesses in your team
- Develop a Growth Mindset
- Improve Communication
- Become more positive and optimistic in your approach
- Help your company weather big changes
- Improve your goal setting capacities
- Boost your confidence both personally and professionally
- Help you become the mentor that your team members require to thrive

#### **Certified Flourish Business Coach™**

#### FLOURISH IN BUSINESS WITH OUR EVIDENCE-BASED PROGRAM

If you want to help your business clients create strong foundations in their business, this Certification is for you! You will discover the Blueprint for a Flourishing Business that includes 13 Key Success Factors, the Flourishing Transformational Business Change Model, along with tools and assessments to equip your clients to confidently grow their business and bottom line!

The Flourishing Business Coaching Certification teaches you how to help your clients tap into their business potential, be it in a for-profit or not-for-profit with the 13 Key Success Factors for Flourishing Business, the FBAT (Flourishing Business Assessment Tool), the Business Growth Plan (1 Year), and over 15 evidence-based tools ranging from pricing and promotion, to people and productivity. Our flourishing approach and extensive business-backed tools all support your clients in their business goals.

#### What you will learn:

- CERTIFIED FLOURISHING BUSINESS COACH™ is focused on strengths, resilience, and empowerment, rather than old models focused on problems and dysfunction. Our approach reflects the evolution of coaching in building on the resiliency and strengths of a person, from the inside out.
- Our training will help you become confident to guide your clients into sustainable shifts through our Certified Flourishing Model For Transformational Change, which is an evidencebased coaching model around the science of resiliency and flourishing.
- As a Certified Flourishing Business Coach™, you will have the tools, including science-based assessments and coaching success templates unique to Flourishing foundations, to confidently hold space, support, and celebrate your client's progress!

#### What's Included:

Included in your **Certified Flourishing Business Coach™** Registration:

- The Certified Flourishing Business Coach™ Training Program,
- Certification as a "Certified Flourishing Business Coach™"
- The Science of Flourishing and Application In A Business Context,
- The 13 Key Success Factors For A Flourishing Business,
- Experiential Learning As A Coach And A Client,
- Permission To Use The Certified Flourishing Coach™ Material With Clients,
- An Evidence-Based and Practitioner-Focused Model,
- Live Instruction With A Live Facilitator, or Recorded Modules On-Demand,
- An Online Portal With Additional Resources,
- 2 Full Days of Facilitator-Led, Program Intensive Training,
- 4 Online Pre-Work Preparation Modules,

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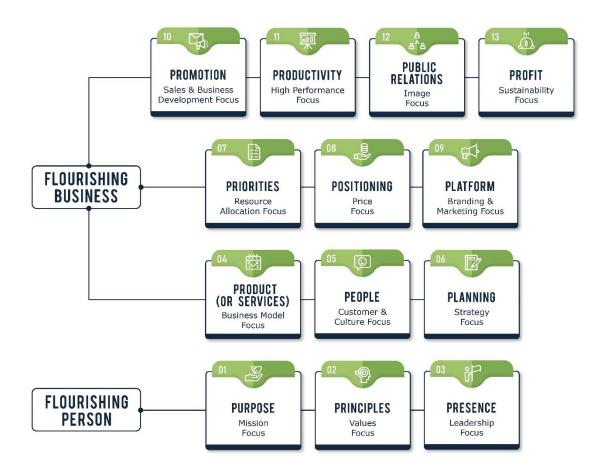
- 4 Online Post-Course Support Modules,
- 28 Hours of Continuing Education Credit,
- A One-on-One Follow Up Session With Your Facilitator,
- Access To Our Monthly Certified Flourishing Coach™ Support Webinar,
- Bonus Training Recordings,
- Private Certified Flourishing Coach™ Facebook Community,
- A Thriving Community of Support and Empowerment,
- Full Session Outlines, Tools, And Worksheets For At Least 12 Sessions With Your Clients, Along With Tools, Resources, And Ongoing Support,
- Certified Flourishing Business Coach™ Participant Manual,
- Strategies For Marketing Your Services As A Certified Flourishing Business Coach™ In BOTH The For-Profit And Not-For-Profit Space,
- And More!





# The Blueprint For A Flourishing Business:

# 13 KEY SUCCESS FACTORS



# The Certified Flourishing Coaching Model for Transformational C.H.A.N.G.E.<sup>TM</sup>



- 1. Create Safety and Build Trust Nothing positive or transformational occurs until people feel safe. Everything begins when coaches partner with individuals to create safety and build trust. When people feel safe and trust is nurtured, we are on the path to mental and emotional wellbeing. Here, we support creating an environment of safety and trust.
- 2. Hear and Listen With Heart and Mind A large part of creating safety and building trust is hearing and listening, with both heart and mind. As individuals are seen, heard, and understood, they feel valued and supported, and can be invited to think and respond differently. Here, we support hearing and listening with both heart and mind.
- **3. Align** When individuals feel safe and build trust, and feel seen, heard and understood, they can begin to move into the high performance that occurs when they are internally aligned. Just as a vehicle runs more smoothly and requires less energy to go faster and farther when the wheels are in perfect alignment, we all perform better when our thoughts, feelings, emotions, goals, and values are congruent. Here, we support a proactive approach that cultivates consistent Alignment leading to high performance.
- **4. Navigate With Vision and Goals** Feeling safety and trust, along with feeling valued and aligned set the table for strategic conversations around employee vision, goal-setting, and proactive performance management leading to high levels of employees satisfaction and productivity. Here we support individuals to deepen personal and professional Vision, while setting healthy and appropriate Goals.

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- **6. Execution and Accountability** People thrive with accountability, and we can't flourish without it. Results and accountability are intimately linked. Accountability and growth measurement will come with quarterly FLQs as individuals are able to track and celebrate progress, supported by their Wellness Coach. Here we support individual and team Accountability, which fosters better relationships, improves happiness, helps team members clarify and accept expectations, and eliminates surprises.

#### **Certified Flourish Career Coach™**

Help your clients unlock and expand their potential for a satisfying and successful career.

This certification helps your clients unlock and expand their potential for a satisfying and successful Career. Pulling on the science of flourishing, we equip Career Coaches with the 15 Key Success Factors for a Flourishing Career and provide valuable tools for supporting clients from all walks of thrive to truly thrive professionally. Career coaches are experts in skills such as career planning, resume building, presentation, negotiation, and interviewing.

You will learn important principles and practical step-by-step techniques for career coaching and getting started in a career as a professional career coach. We will teach you what a career coach does and how to do career coaching, how to develop your skills to succeed as a career coach, how to get hired for a job as a career coach, and how to start your own career coaching business and get clients. With literally over 20 tools, covering everything from writing your mission statement to building bravery, goal hierarchies to dealing with procrastination, to preparing for an amazing interview to resume and cover letter preparation, Career Coaches will be fully equipped to support their clients in all aspects of Career.

#### What you will learn:

- CERTIFIED FLOURISHING BUSINESS COACH™ is focused on strengths, resilience, and empowerment, rather than old models focused on problems and dysfunction. Our approach reflects the evolution of coaching in building on the resiliency and strengths of a person, from the inside out.
- Our training will help you become confident to guide your clients into sustainable shifts through our Certified Flourishing Model For Transformational Change, which is an evidencebased coaching model around the science of resiliency and flourishing.
- As a Certified Flourishing Career Coach™, you will have the tools, including science-based assessments and coaching success templates unique to Flourishing foundations, to confidently hold space, support, and celebrate your client's progress!

#### What's Included in Our Life Coach Training:

Included in your **Certified Flourishing Career Coach™** Registration:

- The Certified Flourishing **Career** Coach™ Training Program,
- Certification as a "Certified Flourishing Career Coach™"
- The Science of Flourishing and Application In A Career Context,
- The 15 Key Success Factors For Flourishing Career,
- Experiential Learning As A Coach And A Client,
- Permission To Use The Certified Flourishing Coach™ Material With Clients,
- An Evidence-Based and Practitioner-Focused Model,
- Live Instruction With A Live Facilitator, or Recorded Modules On-Demand,

#### Transformation Strategist (Mind, Body & Spirit)

- An Online Portal With Additional Resources,
- 2 Full Days of Facilitator-Led, Program Intensive Training,
- 4 Online Pre-Work Preparation Modules,
- 4 Online Post-Course Support Modules,
- 28 Hours of Continuing Education Credit,
- A One-on-One Follow Up Session With Your Facilitator,
- Access To Our Monthly Certified Flourishing Coach™ Support Webinar,
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- A Thriving Community of Support and Empowerment,
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- Certified Flourishing Career Coach™ Participant Manual,
- Strategies For Marketing Your Services As A Certified Flourishing **Career** Coach™ In BOTH The For-Profit And Not-For-Profit Space,
- And More!



# **15 KEY SUCCESS FACTORS**

# FOR A FLOURISHING CAREER



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- 8. **Hear and Listen With Heart and Mind** A large part of creating safety and building trust is hearing and listening, with both heart and mind. As individuals are seen, heard, and understood, they feel valued and supported, and can be invited to think and respond differently. Here, we support hearing and listening with both heart and mind.
- 9. Align When individuals feel safe and build trust, and feel seen, heard and understood, they can begin to move into the high performance that occurs when they are internally aligned. Just as a vehicle runs more smoothly and requires less energy to go faster and farther when the wheels are in perfect alignment, we all perform better when our thoughts, feelings, emotions, goals, and values are congruent. Here, we support a proactive approach that cultivates consistent Alignment leading to high performance.

- 10. Navigate With Vision and Goals Feeling safety and trust, along with feeling valued and aligned set the table for strategic conversations around employee vision, goal-setting, and proactive performance management leading to high levels of employees satisfaction and productivity. Here we support individuals to deepen personal and professional Vision, while setting healthy and appropriate Goals.
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# **Certified Flourish Leadership Coach™**

Confidently lead your clients, organization or team as the leader you were born to be.

Discover the ten Critical Success Factors for Flourishing Leadership, the four essentials for emotional intelligence for leadership, and seven secrets of high performance leadership. You will leave equipped with evidence-based assessments and tools to support your clients.

#### What you will learn:

- CERTIFIED FLOURISHING BUSINESS COACH™ is focused on strengths, resilience, and empowerment, rather than old models focused on problems and dysfunction. Our approach reflects the evolution of coaching in building on the resiliency and strengths of a person, from the inside out.
- Our training will help you become confident to guide your clients into sustainable shifts through our Certified Flourishing Model For Transformational Change, which is an evidence-

based coaching model around the science of resiliency and flourishing.

 As a Certified Flourishing Leadership Coach™, you will have the tools, including science-based assessments and coaching success templates unique to Flourishing foundations, to confidently hold space, support, and celebrate your client's progress!

#### What's Included:

#### Included in your **Certified Flourishing Leadership Coach™** Registration:

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#### **Certified Flourish Wellness Coach™**

Unlock and expand your potential for holistic wellness in every area of life, manage your energy, and create a healthy and empowered lifestyle.

This certification helps your clients unlock and expand their potential for holistic Wellness in every area of life, how to best manage their energy, and how to create a healthy and empowered lifestyle. Pulling on the science of flourishing, it equips Wellness Coaches with the 10 Key Success Factors for Flourishing Wellness, which will facilitate their clients to get unstuck, create their life around wellbeing, and help them live their dreams.

The Flourishing Wellness Coaching Certification covers mental fitness, emotional regulation, physical wellbeing, relational wellness, and spiritual practices for holistic optimization. With literally over a dozen wellness tools, covering everything from mindfulness to movement, brain health to nutrition, detox to healthy sleep, Wellness Coaches will be fully equipped to support their clients in all aspects of Wellness.

#### What you will learn:

- CERTIFIED FLOURISHING BUSINESS COACH™ is focused on strengths, resilience, and empowerment, rather than old models focused on problems and dysfunction. Our approach reflects the evolution of coaching in building on the resiliency and strengths of a person, from the inside out.
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- As a Certified Flourishing Wellness Coach™, you will have the tools, including science-based assessments and coaching success templates unique to Flourishing foundations, to confidently hold space, support, and celebrate your client's progress!

#### What's Included:

#### Included in your **Certified Flourishing Wellness Coach™** Registration:

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#### Public Speaking & Communication:

# **Elevate EST-Exceptional Speakers Training**

Developing the Art of Communication, Presentation & Persuasive Speaking

Communication is the lifeblood of any business. Sharpening this skill is not only important for your career growth or for your company as well since you also represent your company's brand! Becoming an Exceptional Speaker is a skill we develop, and lucky for us, it's not difficult to learn. All it takes is the right tools, the right mindset, and the right process.

**Exceptional Speakers Training-** is a Canadian Public Speaking Course operating out of Calgary, Alberta. It is a Communication, Presentation, and Persuasive Speaking training program designed to help individuals develop the skills necessary to effectively communicate with others in a variety of settings, including public speaking. The program will cover topics such as developing a strong speaking voice, using body language to enhance communication, organizing and delivering effective presentations, and using persuasive techniques to influence others. It also includes practice sessions, feedback and post-workshop coaching to help participants improve their skills.

The goal of the program is to help participants become more confident and effective communicators, both in their personal and professional lives.

#### What you will learn:

- The Elevate EST GPS
- The surprising secrets of amazing speakers
- Breaking free of fear of speaking and breaking out with confidence
- The neuroscience behind the human brain on STORY
- Content creation, speech structure and media maximizers
- Getting into the "F.L.O.W"
- Building trust and rapport with audience
- Psychological triggers to influence your audience
- Why the speaking industry has radically changed and how to monetize.
- How almost anyone can create lucrative speaking career
- Learn Persuasive Speaking
- How To Become A Great Listener
- CREDO For Ethical Communication
- Developing Presentation Skill
- Presentation Aids
- Using Of Communication Skills Effectively
- The 6 C's Of Language Use
- How To Create Effective Presentation
- Types Of Public Speaking
- Informative Speaking & Ethics Of Informative Speaking
- Persuasive Speaking
- Evidence, Proof & Argument

- Ceremonial Speaking
- Communication In Small Group & Problem Solving Techniques
- Handling & Understanding Communication Apprehension
- Speeches For Analysis
- Preparation and practice

#### We will provide:

- 2-day long in-person program with BOTH experiential and academic learning
- A full course Workbook
- 3-month post-training mentorship (5 Online follow-up sessions, each session- 1.5hrs)
- 3-month long additional support where you can learn different tips, tricks, and guidelines
- A safe & supportive community to grow your speaking competency

#### Sales & Negotiation:

# The Art of High Value Sales through Persuasive Negotiation

Close successful deals and open new opportunities by mastering the art of sales and negotiation

In today's competitive business environment, where products change almost by the minute due to ever-changing customer needs and ever-advancing technology, the difference that makes the difference is the ability for all team members in the organizations to be able to help their customers to make the right buying decisions.

We need to go beyond the traditional selling techniques and adopt a better way to sell that includes a mindset of generosity, an appreciation of psychology, a helping mindset in sales, new techniques of negotiation, and the art of high-value selling for success.

The secret to getting what sales you want goes far beyond your traditional selling process. Coach Kamrul Hasan has designed a unique process of high-value sales through the persuasive negotiation

method. The workshop will guide you and allow you to discover and understand your current sales process and thought process of sales.

Profile

#### **Key Areas:**

- Sales Psychology: Understanding the Heart of Sales
- Type of Sales Method
- Sales Lifecycle: Achieve Sales Efficiency
- Key Decision: Making Process
- Rediscover Your Sales Process: Achieve High Value Sales

#### **Benefits of the Program:**

- Elevate the excellence of communication and handling clients effectively.
- Deep understanding of sales and persuasive approach.
- Mastering body language and rapport to build relationships.
- Winning negotiation skills.
- Find the inner potential to achieve personal and organizational excellence.
- Learn the proven tools to close high ticket sales.
- Learn a sales process that will help you to find the right client.
- Understanding of sales funnel.
- Greater Understanding of the Links between Customer Service and Sales
- Greater Understanding of What Makes a Customer Buy
- By the end of this course, you will be equipped with everything you need to dominate your sales growth.

#### Sales & Negotiation:

# **Sales Leadership**

Elevate your sales leadership skills to achieve peak performance and drive results.

Want to elevate your sales leaders from good to exceptional? Whatever your goals are, you'll need your sales team and leaders to have unrivaled selling skills and most importantly - a winning sales growth mindset.

Traditional sales training is sufficient for teaching new skills to be used in a selling environment. However, training in sales skills will not address the psychological barriers that keep salespeople from reaching their full potential.

Most salespeople receive extensive sales skills training. Yet, the majority of them fail to achieve their targets. Why?

It all comes down to what's going on inside their heads--their sales mindset.

#### What you will learn:

The general objectives of the Sales Leadership Program are:

- Developing Growth Mindset for Sales Development.
- Attitude & Communication for Sales Closing.
- Identify gaps and help the participants understand the areas of improvement.
- Impart knowledge, skills, values and behaviors to fill the sales leadership gap.
- Emotionally engage the participants towards getting passionately involved in the "Sales Leadership Development Process'.

This program is heavily activity-based and is customizable according to company needs.

#### Leadership:

# **Coaching and Mentoring Competency of a Leader**

Create a culture of coaching, Elevate Your Leadership, and Empower Your Teams through Coaching and Mentoring Excellence.

The training program "Coaching and Mentoring Competency of a Leader" is designed to help leaders develop and enhance their coaching and mentoring skills. The aim is to provide participants with a comprehensive understanding of the concepts, theories, and practices of coaching and mentoring in a leadership context and how they can utilize that knowledge to mentor their subordinates. The program is designed for individuals who are looking to advance their careers, become better leaders and develop their leadership skills. Whether you are an experienced leader or a new manager, this program will provide you with the tools, knowledge, and confidence to become an effective leader and make a positive impact in your organization.

#### What you will learn:

• Understanding coaching and mentoring: Explanation of the difference between coaching and mentoring and the importance of both for leadership development.

- Intentional listening skills: Leaders would learn to listen actively, intentionally understand and communicate effectively with their subordinates.
- Goal setting and action planning: Leaders would learn to help their subordinates set realistic goals and create action plans to achieve them.
- Understanding a coach's responsibilities: Leaders would learn the roles and responsibilities of a coach, equipping them with the necessary skills and knowledge to effectively lead and support individuals and teams.
- Different types of Coaching: Learn about the various types of coaching, their areas of focus, and how they each help individuals or organizations achieve specific goals or improve specific aspects of their lives or work.
- The Different Leadership Coaching Approaches: Leaders can learn about the different leadership coaching approaches, each offering a unique approach to guiding leaders toward personal and professional growth and development.
- Why Creating a Coaching Culture matters: Leaders will learn how to foster a supportive and growth-oriented environment through effective coaching skills and practices.
- Developing coaching and mentoring skills: The training would cover practical techniques and methods for coaching and mentoring effectively.

The training would be delivered through interactive sessions, case studies, role-plays and individual and group activities, aimed at promoting hands-on learning and practical application of skills.

#### Leadership:

# **Leadership Development Program**

Empowering leaders to lead with purpose and impact

Our Leadership Development Program is our most popular leadership training program. This workshop style program is a comprehensive and immersive training for the leaders of the organization built around 4 areas: **Personal Excellence, People Leadership Excellence, Team Excellence and Business Leadership Excellence.** 

The broader objective of this program is to realign the participants with the goals and values of your organization, create a culture of coaching, improve team leadership skills, build honesty, trust & integrity among your people, making them self-motivated, and enhance their emotional intelligence all of which in synergy would enhance their leadership and managerial skills.

#### **Learning Outcomes:**

- 1. Participants will understand the deeper meaning of the selected competencies.
  - a. **Personal Excellence:** self-development, improving EQ (emotional quotient skills), being purposeful, time management, removing negative energy, stress management.

- b. **People Leadership Excellence:** managing and leading people, providing feedback, understanding people, clarifying and allocating roles, being result-oriented, problem solving, delegating, conducting appraisals & managing performance.
- c. **Team Leadership Excellence:** Managing and leading teams, relationship management, situational team leadership, supervisory pay-offs related to team protocols, team formation, team development, team delegation & coaching, conflict resolution, leading creativity, and team problem-solving.
- 2. Improve the way participants are perceived by their direct reports pertaining to these competencies and master behaviors, skills, and tools that will enable them to display these competencies.
- 3. Participants will clearly understand the processes, tools, and formats required to lead and manage their teams with the above competencies and the confidence and courage to apply them at work through practical activities, conversations, and soul-searching sessions at the workshops.
- 4. Participants will understand the practical implications of using them, reflect on the outcome (through reflective writing and in self-directed coaching groups), adjust themselves, and customize the competencies to make them effective.
- 5. Participants will believe that these competencies are essential for their business performance and career progression, will allow such competencies to be a part of their DNA, and will contribute to the creation of performance & learning culture in the organization.

Our Leadership Development Program is a hybrid of activity-based workshops coupled with coaching sessions, making it a holistic leadership program for your organization. LDP is a customizable training program which can be tailored to suit company needs.

#### Leadership:

# **Strategy and Alignment Workshop**

Re-Align your employees' goals and values with your company vision, strategy and actions for maximum impact

The primary reason organizations fail to achieve strategic objectives within the timeframe specified in the strategic plan is a misalignment of objectives among organizational layers and confusion in strategic prioritization within each layer.

Your company has a strategic plan. However, how is the plan being implemented at the enterprise, operational, and tactical levels of your organizational structure in order to achieve the plan's strategic objectives? Is the strategic plan understood by everyone involved? Are you positioned to win in your current environment?

This is what our Strategy and Alignment Workshop deals with. The goal of this process is to revisit the company's vision and bigger goals, and strategies as well as realign the participants with the organization's goals and values. It would involve exploring and revisiting the broader vision, the mission and the "big why" behind the existence of the company. Once this is done, a subsequent documentation guidance and support will be provided at the end of it.

#### **Objectives & Outcome:**

The main objectives of this workshop are the following:

- Finding out the Mission, Vision and Objectives to understand where the company is going and wishes to go.
- Re-aligning the employees with the current vision, mission and existence based on the current reality.
- Creating a Strategy-into-Action Roadmap for the organization.

This workshop is customizable according to company needs.

#### Entrepreneurship:

# **Entrepreneurship Success Blueprint**

Build the Roadmap to your Entrepreneurial Success through polishing your business, life and leadership skills

Entrepreneurs can be made! To be a successful entrepreneur, you must have an entrepreneurial mindset. In terms of importance, an entrepreneurial mindset is unrivaled.

Entrepreneurial Success Blueprint is designed for aspiring or established entrepreneurs who want to expand their understanding of business and entrepreneurship. In this tailored workshop, the participants can learn about numerous skills that can help aspiring entrepreneurs in developing specific attributes. This program will take you on a journey designed specifically to help you succeed in your entrepreneurial leadership.

# What you will learn:

Part 1: THE ENTREPRENEURSHIP CLARITY

- Understand the Business
- Formulate Business Strategy
- Marketing strategy
- Understand the Customer
- Competitive Analysis
- Organizational Overview
- Sales & Processes
- Determine Your Business Goals.
- Understand your journey of entrepreneurship.

#### Part 2: BUSINESS, BRAND & BREAKTHROUGH

- Craft your business model: CANVAS
- Learn the biggest brands and business models.
- · Business Innovation.
- Create a money mindset
- Build Your Brand Image
- Understand the priority
- Personal Roadmap for Entrepreneurship Success.
- Breakthrough to Success.

#### **Benefits:**

- Craft a clear vision for how you wish to shape your own future.
- Take ownership and accountability for yourself, and lead yourself holistically.
- Self-Manage with Ethics, Integrity, Honesty, Responsibility, and Commitment.
- Understand the competency benchmark.
- Become a resourceful, innovative leader who inspires team members to become champions.
- Champion Time & Life management skills.

#### Stress Management:

# Releasing

#### IMPROVE YOUR BUSINESS, INCOME, AND LIFE

If you experience constant money worries, health problems, guilt feelings, fear, procrastination, inability to speak up for yourself, marital problems, confusion about your life, vitality, and so on, releasing will give you a powerful, unique, and very practical tool that will dramatically improve the quality and effectiveness of your life.

#### Releasing can help you:

- Materialize amazing (and often unexpected) financial gains.
- Have more love in all of your relationships.
- Experience radiant health and wellness.
- Drop anxiety and depression.
- Eliminate your stress at its root.
- Move beyond anger management.
- Lose weight, quit smoking, stop gambling, and drop other addictions & bad habits.

Find lasting inner peace, joy, and love.

#### **Benefits of Releasing:**

- Have abundant financial gains, regardless of the economy
- Improve and resolve chronic health situations
- Eliminate fear, phobias, anxiety and panic attacks
- Experience success in all areas of life
- Feel safe and secure all the time
- Eliminate stress instantly and on demand
- Improve relationships dramatically
- Be in total control of your life
- Easily drop habits such as procrastination
- Stop the habit of beating yourself up
- Learn how to trust yourself
- Stop being a victim
- Maintain inner calmness and resourcefulness while under pressure
- Quickly regain your "balance" when life seems to "throw you a curve"
- Propel yourself to new heights of joy and fulfillment
- Have all the peace and happiness you deserve

...and you'll find the use of your ability makes no demands on your time.

# Some of Our Clients of Sensei-Wisdom & CKH Network Bangla PA Ban



#### Transformation Strategist (Mind, Body & Spirit)

Unilever	RAHIMAFROOZ  Enriching Lives with Your Trust	EXPRESS	Eastern Bank Ltd. Simple Math	DHAKABANK L I M I T E D
<b>্ব</b> অন্যুৱকেন্ব	田 Bank Asia	<b>⇔ IFIC BANK</b>	Holcim	্ড আদর্শ
ENTOLOGISH HINT	MetLife		* SERVIER	UNIFILL
COMMERCIAL BANK	BACCO	TRANSSION	Textiles Limited	(bti)
TORR OUTSHERING PARTIES	কাজী ফার্মস	Finance Limited financing happiness	<b>Tchibe</b>	:eGeneration

With the above we have served more than 40+ organizations in Bangladesh and developed 10,000+ professionals in this country.

When it comes to a development program which will take part in personal or organizational goal achievement, we believe the methods of delivery are as important as the method itself. Participants should have the opportunity to practice the skills they are learning in groups and individually in their workplace as well as outside their workplace in their community, with their friends, family

#### Some of our moments:











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If you have any query please feel free to contact with us:



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# **Thank You**