



Karen Haywood

Management Academy.

Karen Haywood, Founder.

If you're reading this brochure, you must be ready to take the first step into growing your recruitment business. Take a closer look at what we can do and just let us know when you're ready.

BUSINESS COACH & MENTOR ATTRACT | RETAIN | SUCCEED

Let's go.



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Welcome to Management Academy.

Management Academy is broken down into two levels.

Welcome

Hello, I'm Karen, Kaz to few, Kazza to many.

After a very successful career developing branch start-ups and teams in recruitment, I created a repeatable blueprint for success and use it to steer business owners, start-ups, and solopreneurs down the right path.

We work on raising our commercial awareness, productivity, resilience, and communication getting the best out of the entire team including the business owners to drive a sales culture in order to improve profits and increase revenue.

Two Programmes

**Level
01**



Management Essentials.

Ideal for those in their first managerial role or as a refresher for an already experienced manager. You'll gain a thorough understanding of the role of the manager and be armed with the necessary skills, practical techniques and tips to manage both individuals and the team with confidence.

**Level
02**



Advanced Management.

In level 2 you'll learn how to make data-driven decisions, develop effective communication strategies, and manage your team to ensure maximum productivity. You'll also gain the confidence to take risks and make bold moves to drive commercial impact all whilst scaling the business.





Management Essentials.

6 Session sprints, delivered over 12 weeks

Focus



An understanding of what motivates people as well as how to give them constructive feedback on their performance.



The ability to communicate with confidence and build strong working relationships with team members.



The confidence to develop team members through one to one training and coaching techniques.



Techniques for managing time effectively and how to delegate tasks with confidence without micromanaging.



An understanding of the roles and responsibilities of a manager.



Know when to apply different types of management styles.

Benefits



Improve performance in operations by raising commercial awareness and laying the foundations to succeed



Improved efficiency through effective delegation empowering others to step up.



Future proof your business by developing strong talent pools by investing in the training & development of your employees.

Challenges faced

A new manager may need to navigate the complexities of team dynamics, including low performers, conflict resolution and motivating team members with varying levels of experience and skills.

Karen's expert guidance can help you develop a team of competent and effective leaders who have the ability to propel your business forward. Don't miss out on the opportunity to invest in your team's success - enroll in the programme today..





Management Advanced.

6 Session sprints, delivered over 12 weeks

Focus



Gain a detailed understanding of your leadership style to influence and deliver better outcomes to be an effective senior stakeholder.



Transition from being a top performer to managing a team by providing coaching and support to improve their performance.



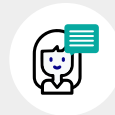
Understand financial metrics to improve operational effectiveness through KPIs by identifying blind spots in the business, and making informed decisions.



Build operational resilience by building robust processes, identifying and mitigating potential risks, and creating contingency plans.



Learn how to be resilient in stressful situations by developing self-awareness, re-framing negative thoughts, and developing problem-solving skills.



Receive practical advice and mentoring with real situations through discussion to help you apply what you have learned in a practical and relevant way.

Benefits



Reduce your costs by improving staff retention, increasing employee engagement, and implementing effective training.



Save time by confidently planning for the future and adding strength in depth to your business



Increase sales by putting the right people in the right seat giving clarity and gaining commitment from the team toward the business's success.



Improve your emotional intelligence, resilience, and well-being in the face of adversity.

Challenges faced

Are you tired of seeing your top sales people fail as managers or employing new managers who lack the necessary skills to lead and develop their team?

With Karen's guidance, you can avoid the pitfalls of promoting sales top billers into incompetent managers and instead build a team of skilled and effective leaders who can drive your business forward. Invest in your team's success and join the programme today.



Do you really know your employees?

Use psychometric assessments by DISC® to uncover hidden potential.

What is DiSCsimple?

As the world becomes more complex and life becomes more complicated, what if a group of people set out on a quest to provide a tool to others to make relationships SIMPLE?

What if this tool helped you to better understand why you are like you are and helped you to easily identify the traits and behaviours of other people so you manage your relationships in a new way?

What is on offer?

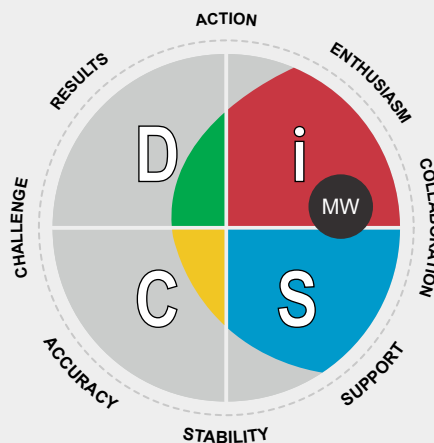
What if this tool helped you to maximise your results, have more fun and helped you to build long-lasting, loyal, useful, interesting relationships where frustration was reduced and your ability to communicate became more effective?

The principle of understanding that people are different and have different behavioural styles dates back to the Ancient Greeks. In the 1920s, the DISC tool was developed and is now used by over a million people in the workplace every year.

We are proud to be an Authorized Partner for Everything DiSC®.

Live Example

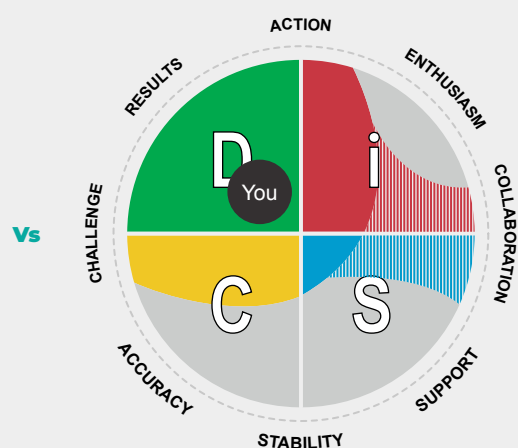
Your Manager's Style



At work, **your manager** tends to prioritize:

- Collaboration
- Enthusiasm
- Support

Your Style



At work, **you** tend to prioritize:

- Results
- Action
- Challenge
- Collaboration

Find out more.

If you have any questions or would like to find out more visit: discsimple.com





Challenges faced in recruitment.

Get Results

To succeed in managing people with authority and lead a high-performing team, you must prioritize personal effectiveness. This means mastering skills such as team building, performance management, and accountability.

Delegation

To achieve success and raise standards, effective delegation is key. Our training can help you master relationship management, stress and time management, and managing targets and deadlines.


Coaching

Effective coaching drives staff development and fosters a growth culture. Constructive feedback helps team members improve their skills. Agreeing on next steps and commitment ensures alignment towards a common goal. Tapping into key drivers such as motivation keeps team members engaged.

Vision

A clear vision drives success and growth. Key skills include staff engagement, transparent communication, recognition, and assertive communication. Our expert guidance unlocks your potential for unparalleled success. Invest in yourself and your team for growth and success.

[Click here](#) to take your **Business Health Check**



“
Within 24 months we grew the business by £6m, became more sales focused, and with succession plans in place - the team raised their game!”

Tama Kingston
4site Recruitment





“**Helped me to gain the confidence to move forward & know what good looks like**”

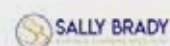
Daniela Hopkins
Big Ant Recruitment Solutions

BIGANT



“**Without Karen’s support, training and guidance, my business wouldn’t be in the strong position it is**”

Sally Brady
Sally Brady Ltd.



Finalisation.



Confirmation Form.

Use the Form

Please complete this form and email it to karen@coachrecruitment.co.uk

Member Details

Please provide us with the number of Memberships you would like to register today and the contact information for the lead member.

- Management Essentials Memberships at £1554 ex. VAT.
- Advanced Management Memberships at £1999 ex. VAT.
- Essentials & Advanced Package Memberships at £2999 ex. VAT. **(Save £554)**

Specify how many Psychometric Assessments you'd like to add.

- Psychometric Assessments at £125 p/p

Lead Member Details

Lead Member Details

Payment Method

- Invoice

Signature

If you have any questions, please call us directly on **+44 (0) 7523 280 193**



We look forward to hearing from you.

Contact.



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