

# Nominal Fee Listing (Books, Assessments & Coaching)

## BOOKS

### The Fred Factor

In his powerful book, *The Fred Factor*, motivational speaker Mark Sanborn recounts the true story of Fred, the mail carrier who passionately loves his job and genuinely cares about the people he serves. Where others might see delivering mail as monotonous drudgery, Fred sees an opportunity to make a difference in the lives of those he serves. In this session, you will:

- Learn the four basic principles that will help you bring fresh energy & creativity to your life.
- How to become more successful by building strong relationships.

Register for this effective and fun workshop (or better yet, bring your whole team).

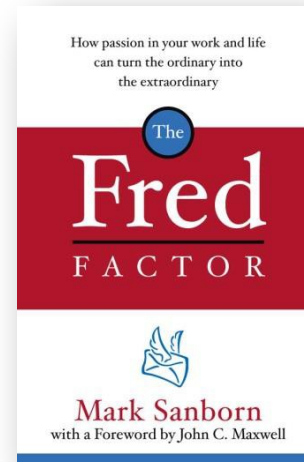
**Fees:** **OPTIONAL** fee for a copy of the book, *Fred Factor*. The ID Transfer Form can be found [here](#). You may also pay with a personal check.

### Fred 2.0

Fred 2.0 is different than *Fred Factor* and a great follow up session to keep Fred momentum alive! With *Fred 2.0*, Mark Sanborn equips us with new ideas to achieve more. You'll not only be inspired by *Fred 2.0*, you'll also have the tools and strategies to aim higher and achieve the extraordinary yourself, your team and those around you. Pre-requisite: You need to attend *Fred Factor* first.

**Fees:** **OPTIONAL** fee for a copy of the book, *Fred 2.0*. The ID Transfer Form can be found [here](#). You may also pay with a personal check.

**Prerequisites:** In order to complete this training, you must first attend *The Fred Factor*.

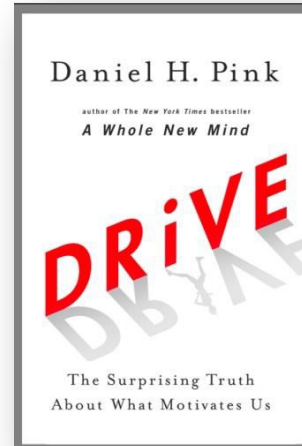


## Drive to Perfection

If you or your team is in need of a refreshing way to learn tools to reenergize your personal and professional lives, I suggest you join me in a fast paced journey through Daniel Pink's book, *Drive*. Participants will get fueled up on dynamic tools to meet today's motivation challenges.

Participants will also get up to speed on why Pink contends using "carrots" and "sticks" as motivators is ineffective in the workplace today. Register today—this is a new session that will fill up quickly!

**Fees:** **OPTIONAL** fee for the *Drive* book - \$17. The ID Transfer form can be found [here](#). You can also pay with a personal check.



## Assessments

### Everything DiSC Workplace®

Participants learn to understand and appreciate their own work style and the work styles of the people they work with. The result is more effective and productive working relationships.

Everything DiSC Workplace focuses on:

- **Discovering Your DiSC Style**  
Participants discover how DiSC styles affect their Workplace relationships and explore the priorities that drive them at work
- **Understanding Other Styles**  
Participants learn what works for them and what challenges them when working with each DiSC style
- **Building More Effective Relationships**  
Participants create strategies and an action plan to overcome challenges when working with people of different DiSC styles.

**Fees:** \$99 includes assessment and 1 follow up coaching session. The ID Transfer form can be found [here](#). You can also pay with a personal check.



## Communication, Teambuilding, and the Myers-Briggs Type Indicator®

Are you irritated by a teammate who doesn't focus on the details but prefers to talk about the big picture? How about the workmate who plays it by ear instead of planning out each detail? You will take an online Myers-Briggs Type Indicator assessment, an indispensable tool for understanding your own strengths, preferred communication style, decision making preferences, and helping your work team function better. It will help you:

Better understand yourself, and appreciate your teammates who differ from you.

Develop ideas for using "Type" preferences to make your work life easier and more fun.

Register for this effective and fun workshop (or better yet, bring your whole team).

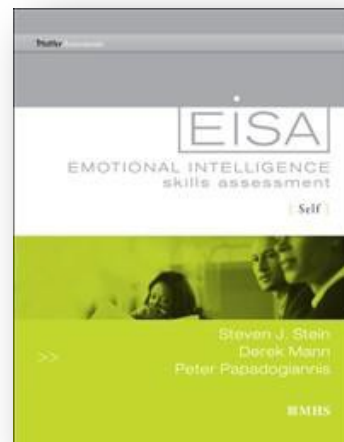
**Fees:** There is a \$30 fee for the Myers-Briggs Type Indicator Assessment. The ID Transfer form can be found [here](#). You can also pay with a personal check.

## Emotional Intelligence

The core competencies of EI provide the foundation to further develop your intra/interpersonal skills. In this course, you learn to apply EI to motivate and engage your teams, foster cooperative working relationships, and improve your overall effectiveness.

- Identify the core competencies of Emotional Intelligence
- Gain an honest and accurate awareness of your EI strengths and weaknesses

Managers, leaders or anyone wishing to broaden and improve their self-management and interpersonal skills should attend. Previous experience in a leadership role is helpful.



**\*Fees:** There is a \$ 20 fee for the EISA assessment tool that is directly related to the content of the training. The instructor will give follow up with more details and/or you may contact the instructor for more information.

## Coaching

### Leadership Coaching

#### What is leadership coaching? ([information video](#))

Your leadership coach is a true supportive and objective partner that helps you become a successful leader. Specifically, your coach can assist you to:

- achieve proactive and powerful goals rather than just reacting.
- improve your communication and relationship skills.
- resolve conflict confidently and effectively.
- regain balance, control, and focus.
- overcome self-defeating behaviors.
- capitalize on your strengths and minimize blind spots.
- discover your passions, priorities, and talents.
- develop and maximize your team's potential.

#### How do I get started with Leadership coaching?

Getting started with leadership coaching at UCF is very straightforward. Just follow these simple steps:

Discuss your desire for Leadership Coaching with your supervisor. This is necessary because you will be meeting with your coach during work hours and there is also a nominal fee of \$50 per sixty-minute session that will be charged to your department. Sessions are to be paid in full prior to the session; personal checks are also an acceptable form of payment.

Schedule an "Exploratory Coaching Session" to learn more about coaching and determine if it is the right resource for you. There is no cost for this session. Send an e-mail to [od&training@ucf.edu](mailto:od&training@ucf.edu).

Once a coaching relationship has been agreed upon, you will receive a "Welcome to Leadership Coaching" packet of information. Review the information, complete the information required, and you are ready to get started!