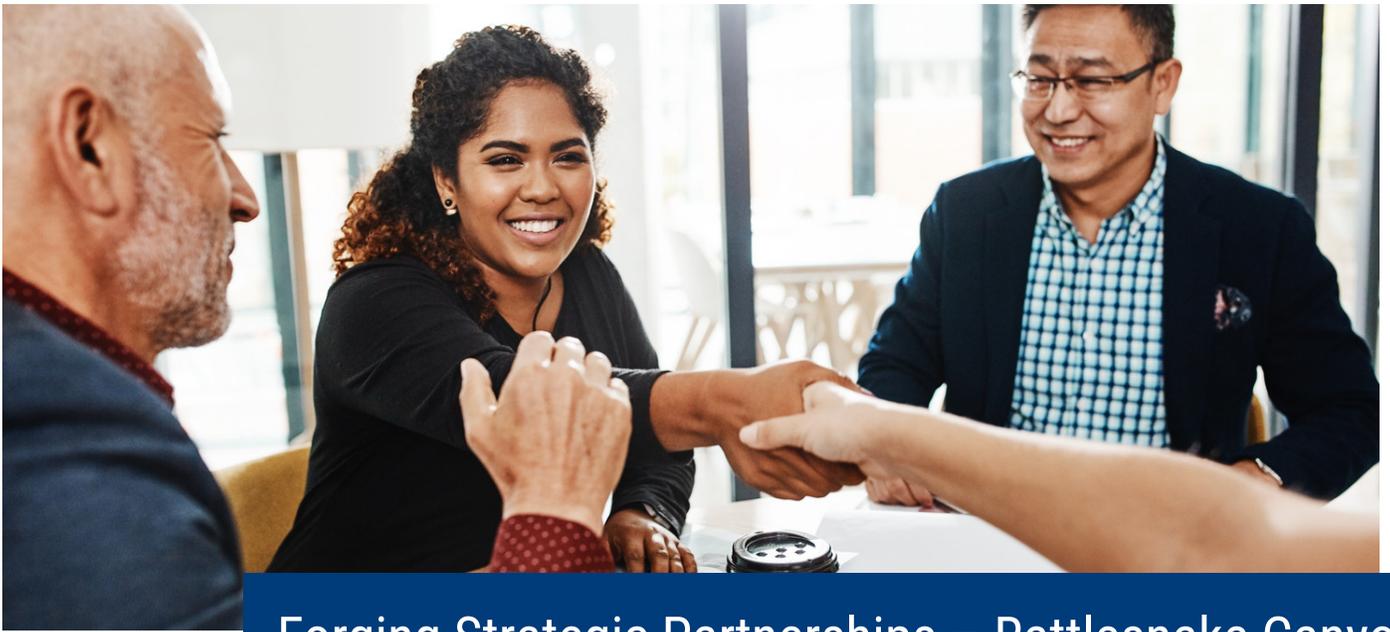


Eagle's Flight



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Forging Strategic Partnerships – Rattlesnake Canyon

It all begins with a need, but do we really know what that need is? Unless we identify the true customer need from the outset, all of our efforts to fulfill it will fall short. Once identified, it is then our responsibility to find the best way to fulfill it and make a profit, all while managing shifting market trends, competition, and demanding deadlines.

In Eagle's Flight's experiential learning program, *Rattlesnake Canyon*™, participants will get hands-on experience on how to leverage effective partnerships to meet customers' needs and create an undeniable competitive advantage. In this fast-paced, high-energy, simulated marketplace, participants will need to engage all of their sales, negotiation, and communication skills to forge powerful strategic partnerships amid hectic competition and limited resources. In today's world, customers are looking for strategic partners to build a relationship with and fill a need long term. Will your organization be able to do so?

THE OUTCOME

Individuals will return to work with the ability, tools, and confidence to:

- Identify, understand, and respond to internal and external customer needs
- Implement quick and clear communication to establish two-way comprehension
- Seek out new and innovative ways to achieve the maximum profit possible
- Initiate efficient processes that expedite workflow and proactive customer service
- Develop strong and mutually beneficial partnerships, internally and externally



Left with questions? Wondering what a partnership could look like? Give us a shout!

Toll-Free North America: 1-800-567-8079 • International: +1-519-767-1747 • www.eaglesflight.com
Asia Pacific: +65-6805-0668 • Europe: +44 (0) 1753-533010 • South America: +55-11-3050-2210

THE DETAILS



4 hour
program



20 - 5,000
participants



Ideal for
training and
corporate events



Customization and
delivery options
available



Post-course
reinforcement
available

THIS ISN'T YOUR ORDINARY LEARNING EXPERIENCE

An Eagle's Flight experiential learning program is unlike anything you or your participants have seen before – it's not another lecture, case study, or role-play. It's an immersive, learn-by-doing experience, where the learning is embedded in an engaging theme intentionally and apparently unrelated to participants' work environments. Why do we do this? It allows participants to simply be themselves in the experience, and act as they normally would at work. This is where true behavior change begins.

By personally experiencing the results that come from applying their existing behaviors, participants see the link between their performance in the experience and the changes they need to make to maximize performance at work. A powerful debrief reinforces the lessons learned in the experience and shows how to apply those lessons back on the job. New competencies are developed, learnings are retained, and individuals are more likely and better able to enthusiastically apply their new knowledge to improve their day-to-day performance.



"The use of your experiences to build understanding and conviction is an Eagle's Flight trademark; and one which, in my opinion, is a true differentiator that sets you apart from all others in your field."

Marc Caira, Vice Chair, Restaurant Brands International



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