



GET THE BEST OUT OF EVERYONE ON YOUR TEAM

Achieve 7 is a coaching methodology that instills performance improvement in an organization as a daily practice. More than just a recipe for encouraging a coaching culture, it's part of a proven system that makes it possible for all employees to perform at their highest potential. Its remarkable success lies in its central belief:

Performance improvement is owned by the individual performer.

Coaches own the plan to support them to reach their full potential.

It sounds simple – even obvious – but it's a reality most performance improvement approaches fail to fully address. It recognizes the critical role of personal accountability and empowerment in reaching group goals. Until the individuals in an organization are clear on what they need to do, given the tools and skills they need, and galvanized to achieve it, nothing will change. All three elements need to be in place to create significant and sustained performance improvement.

Orbit believes that a thinking organization achieves superior results. Achieve 7 tackles the challenge head-on through training that teaches coaches how to create an informed, accountable team of people who all understand the goal and how to get there. The result is a team that is disciplined, driven, and proud of its results.

WHAT COMPANIES GAIN FROM ACHIEVE 7:

- A culture of accountability
- More top performers
- A positive morale that builds momentum towards improvement
- Formalized commitments at all levels
- Evidence-based measurement of achievement
- Fast results and easier on-boarding.

“ We are successfully uniting human practice with technology platforms.

For the first time, our executive team has in place the methods and tools needed to direct the focus of our people in an immediate and impactful way. ”

SVP Mortgage Operations
National Financing Company



HERE'S HOW IT WORKS

Achieve 7, when implemented in conjunction with the Compas™ feedback platform, is the only system that combines a coaching method with constant, transparent feedback – to move people up the proficiency ladder one step at a time until they're good at everything they need to be for optimal performance. With Orbit you don't just implement a program, you implement a discipline that includes the crucial, ongoing support needed to achieve consistent results.

ACHIEVE 7 LEVERS THE GOLDEN RULES FOR SUSTAINED PERFORMANCE:

- **Clarity:** Tell them what's expected of them before they're measured on it.
- **Transparency:** Provide regular feedback so they can improve between formal evaluations.
- **Know-How:** Give them the knowledge and tools they need to be successful.
- **Accountability:** Create a performance loop, where commitment to improvement is measured & delivered by both the performer & the coach.

KEY ELEMENTS:

- In-class training with on-the-job coaching support and follow up.
- Clear gap analysis so agents know where they need to improve
- Knowledge and Skills Repository gives agents specific tools and best practices.
- Performance road maps to set goals and guide achievement.
- Performance formulas for consistent measuring
- Rapid diagnostics and course correction
- Conversation methodologies for breaking through common barriers.

Contact us for a no-obligation demonstration.

Call 1-866-486-7248 or email us at demo@orbitgroup.ca



Achieve 7 is a living practice that continuously refreshes and evolves, creating a perpetual cycle of improvement – especially when coupled with the feedback platform of Compas.

“ I feel I'm better equipped to have coaching conversations that are meaningful and will end with commitment from both myself and my direct reports. ”

General Manager, Consumer Inside Sales
Major Telecommunications Company

