Section 4:
Action Plan

Right Brain Activities

- Trust can not be demanded. It is earned. I will do _____ to strengthen the level of trust between me and my direct reports and between my team and the operators with whom we work.
- I will schedule a coaching session using a Sales Funnel® coaching Results Plan with each team member by _____ date.
- I will complete the Coach Mentor's Guide by _____ and update as needed.