



# CONEC-TIONS 50+ CORPORATE PROGRAM



# ABOUT CONEC-TIONS 50+

CONEC-TIONS 50+ was created by Jennifer Gibbons-Joseph, a Certified Life Transition & Financial Coach and Sales Consultant of Conec Professional Life Coaching Services Ltd. and Terri-Ann Joseph-Brathwaite, a Marketing & Business Development Consultant of Sandstone Consulting Limited. These experienced professionals, each with over 35 years' of executive level business experience, combined their skills and expertise to create a suite of services for people 50 to 80 years of age, we call them the 5.8G (Generation)!

The 5.8G group is typically in transition from employment (the 2nd Act) to their post career life (the 3rd Act). As life expectancies and quality improve, most expect a healthy and active 20 to 30 year period in the 3rd Act. However, most pensions will not support lifestyles as a salary did, and many need to continue earning. Some may even wish to use skills acquired through their careers to build businesses of their own. Yet others have less specific plans and simply do not know how to face life outside of the workplace after decades of committed service there. This increases the stress of what should be a beautiful transition and many companies are interested in supporting employees through that transition.

The Corporate Packages outlined in this brochure, provide solutions to this need. An important point to note is that our programs can be delivered face-to-face or digitally. Many client appreciate the flexibility this allows. See more at [www.conecctions50plus.com](http://www.conecctions50plus.com).

# CORPORATE PROGRAM COMPONENTS



# SALES SAVVY COACHING WORKSHOP

In working with new entrepreneurs we note that one of the main causes of under performance is their misunderstanding of the selling function and their fear of fully engaging potential clients to "ask for the sale".

The **CONEC-TIONS 50 Plus SALES SAVVY Coaching Workshop** is designed to prepare your transitioning employees (or new sales associates) to understand and embrace the importance of the sales function. It is delivered to no more than 10 participants at a time in very interactive sessions where they are exposed to innovative sales and marketing strategies using modern coaching techniques.

Our methodologies use role-plays and discussions about real sales situations to allow Jennifer, a proficient Sales Consultant and experienced Life Transition & Financial Coach, and Terri-Ann, an accomplished Business Development Consultant, to work closely with participants. Our relaxed and engaging style encourages easy learning, open discussions. The practical exercises truly help participants effectively learn and quickly implement their new selling skills. They leave these workshops motivated, enthusiastic and focused on getting results.

***When used for an existing sales teams, we see measurable improvements in their performance by surpassing sales quotas and achieving your company's objective.*** This workshop can be completed in one-day or over two half -day sessions arranged to meet the team's schedule.

# TRANSITION OR RETIREMENT COACHING WORKSHOP

Our team understands that it can be a terrifying experience for persons who are leaving your company after a long career if they have not planned adequately for their 3rd Act! Our **CONNECTIONS 50 Plus Transition or Retirement Coaching Workshop** is designed to ease the stress of that transition for those employees. This one day (or two half day) workshop, uses the small group format (maximum 5 persons) to facilitate easy learning in a relaxed, non-threatening, interactive, empowering and happy atmosphere.

In this setting, the facilitators help participants think through their needs post separation, and deliver tools to help in making better decisions for their well being. Using a combination of Life Transitioning and Financial Coaching, we address each individual's main concerns and help them to cope with their apprehensions, emotional and financial challenges.

In this workshop, attendees design a workable financial and life plan for their future and so they leave have a better understanding of themselves and their existing situation. They are able to release many of their anxieties and fears to be able to look positively towards a happy and fulfilled future.

# OWN MY BUSINESS TRANSITION WORKSHOP

In today's economic environment, it is very challenging for 5.8G employees to find alternative employment. Many of them want to embark upon an entrepreneurial journey, to utilize their skills, talents and available resources to continue being productive. As employers you may also have identified that special quality in a group of employees and want to support them in fulfilling their dreams. Aware of this reality, our **CONEC-TIONS 50 Plus "Own My Business Transition Workshop"** is designed to deliver that head start to your employees in another small group setting (maximum 5 persons).

We believe that psychometric assessments help individuals to understand themselves and this in turn allows them to better manage their strong and weak points and get the best outcomes. For this reason all participants will benefit from our customized C50+ Life Transition AND Business Aptitude assessments to clarify their life vision, determine their readiness for the new venture and help focus their decision making.

This 1-day workshop is focused on outlining a blueprint to guide participants through the first stages of their start up. At the end, they would be able to explore their life goals, cope with any apprehensions and financial challenges they may be experiencing and shape their business proposition. In this way they are more excited to enter into their new venture.

***Note that If you are unable to schedule an in-house workshop you may purchase individual gift certificates and we will be happy to accommodate your employees at our regularly scheduled workshops.***

# CUSTOMIZED SALES & MARKETING PROGRAMS

**Our Customized Sales & Marketing Programs** are designed for companies with special time sensitive marketing projects that may require an expert result-oriented team. The CONEC-TIONS 50+ team would partner with your company to execute your project and meet your objectives in a professional, timely and effective manner.

This is a short-term engagement for specialized sales & marketing projects.



# PROFESSIONAL PROFILES

**Terri-Ann Joseph – Brathwaite** is the Managing Director of Sandstone Consulting Limited, a boutique consultancy dedicated to supporting businesses in achieving sustainable levels of growth and profitability. The focus is on businesses in transition and this model offers confidential executive level support to develop and implement programs to achieve market success. The company brings a strong “outside-in” perspective by supporting clients and their teams in addressing business challenges and opportunities.

Terri-Ann has worked successfully at Executive and Board levels in public and private sector organizations influencing supplier, consumer, and internal staff relationships. She has led and worked successfully with teams to direct the utilization of human, physical and financial resources to meet business and shareholder objectives in several large companies.

**Jennifer Gibbons-Joseph, CPC, ELI-MP**, is an internationally Certified Professional Coach, Energy Leadership Index Master Practitioner, Certified Financial Planner, Sales Consultant, and Inspirational Speaker. She is also the Managing Director of Conec Professional Life Coaching Services Ltd.

After spending over thirty successful years in the insurance industry as a Financial Advisor, Trainer and Senior Sales Manager, Jennifer decided to pursue her desire to help people in a more holistic way. This led her to become internationally certified as a Professional Coach (CPC) and an Energy Leadership Index Master Practitioner (ELI-MP), from the Institute for Professional Excellence in Coaching (iPEC).

Jennifer has designed and facilitated specialty workshops and forums for several companies and the public sector.

As an intuitive listener and a naturally friendly person, Jennifer engages her clients in a calm, welcoming and non-judgmental manner, immediately putting them at ease.

# DIGITAL PLATFORMS

To know more about us and why you should make the 'CONEC-TION' please check our various digital platforms:



[www.conections50plus.com](http://www.conections50plus.com)



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868-386-7863