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SALES | LEADERSHIP | PERFORMANCE

More Sales | Better Leaders | Elite Performance

"We are going to relentlessly chase perfection knowing full well we cannot catch it, because in the process we will catch excellence" - Vince Lomardi

TABLE OF CONTENT

01.

WHO WE ARE

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On The Ball is a family-owned, award-winning sales and leadership coaching agency devoted to helping businesses grow for over 25 years. With extensive expertise in business strategy, building high-performance cultures, modern business development, leadership development, and individual growth, we empower individuals, teams, and organizations to achieve peak performance. Our mission is to bring fresh ideas rooted in proven fundamentals and pair them with new technology to develop a culture of continuous learning and development, focusing on getting 1% better every day.

Our core values guide everything we do.
- Entrepreneurial Mindset: Ownership of your role in growing the business.
- 1% Better Daily: We are lifelong learners, always seeking opportunities to grow.
- Give to Get: We deliver value in the form of time, energy, and information.
- Relationship First: Successful relationships are built on trust, respect, and communication. We develop relationships before we develop opportunities.
- Discipline to the Process: A focus and discipline to the behaviors and daily activities that lead to success.

At On The Ball, we believe that training isn't something you did—it's something you do. Having worked with some of the top organizations in business and sports, we're excited to partner with you to elevate your culture and performance to the next level.

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02.

WHAT WE DO

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We affect the top and bottom line growth of companies by focusing on these 3 pillars of business:

- **Sales**
  - We teach modern business development which utilizes relationship selling, social selling, and video selling, to increase pipeline and deal flow.

- **Leadership**
  - We develop people that lead by example, hold others accountable, and get the most out of themselves and the people around them.

- **Performance**
  - We assess your people and processes to help you develop them into a high performance organization.

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How we affect the top line:

- **Modernizing The Sales Process**
  - We teach modern business development techniques such as social selling, digital networking, video selling, and personal brand building to create a high velocity of quality prospects into your pipeline.
  - We help you develop a repeatable process with tactics rooted in relationship selling that leverage digital tools to match today's buyer behavior and expectations.
  - We segment every aspect of the sales cycle and help you define where you are losing momentum and define the behaviors to fix it.

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How we affect the bottom line:

- **People Development**
  - We train and coach people to become the best versions of themselves by developing a growth mindset, mastering time management, and the skills needed to perform at a high level in their role.

- **Organizational Development**
  - We audit and help with your organizational vision, values, structure, and processes to help you implement the necessary components to foster a high performance culture, including but not limited to building your own virtual university.

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03.

HOW WE DO IT
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- **Get On The Ball (GOTB) Annual Memberships:**
  - Unlimited access to Get On The Ball's 8 hour library of learning content.
    - Mindset
    - Time Management
    - Modern Business Development
    - LinkedIn Like A Pro
    - Video Selling
    - Negotiation

  - 12 monthly coaching calls (GOTB Community)
    - Q&A
    - Real time coaching
    - Community networking and engagement.
    - Challenges and accountability.

  - (48) Weekly Morning Huddles
    - Timely and topical conversations around performance and the habits that lead to being a high performer.

- **GOTB add ons:**
  - Additional weekly or monthly group coaching calls dedicated to your organization and your people.

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- **Individual Coaching:**
  - Weekly or Bi-weekly coaching and on demand access to a coach for development in:
    - Sales coaching
    - Leadership coaching
    - Executive coaching

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HOW WE DO IT

- **Keynotes**

- **Workshops**

- **Virtual Events/Trainings**

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VIRTUAL UNIVERSITIES

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It is our philosophy that the most impactful training is the one that is customized for you and done often. That is why we help you develop world class training content tailored for you and your people that gets distributed through our customized virtual training platform for the best teaching experience possible.

Developing your own "virtual university" for your organization allows your leaders to focus on helping people implement the skills necessary, and coach them to perfect their craft.

This allows you to get the most of your people, and helps keep them feeling valued and engaged.

TEACHING / TESTING / TRAINING
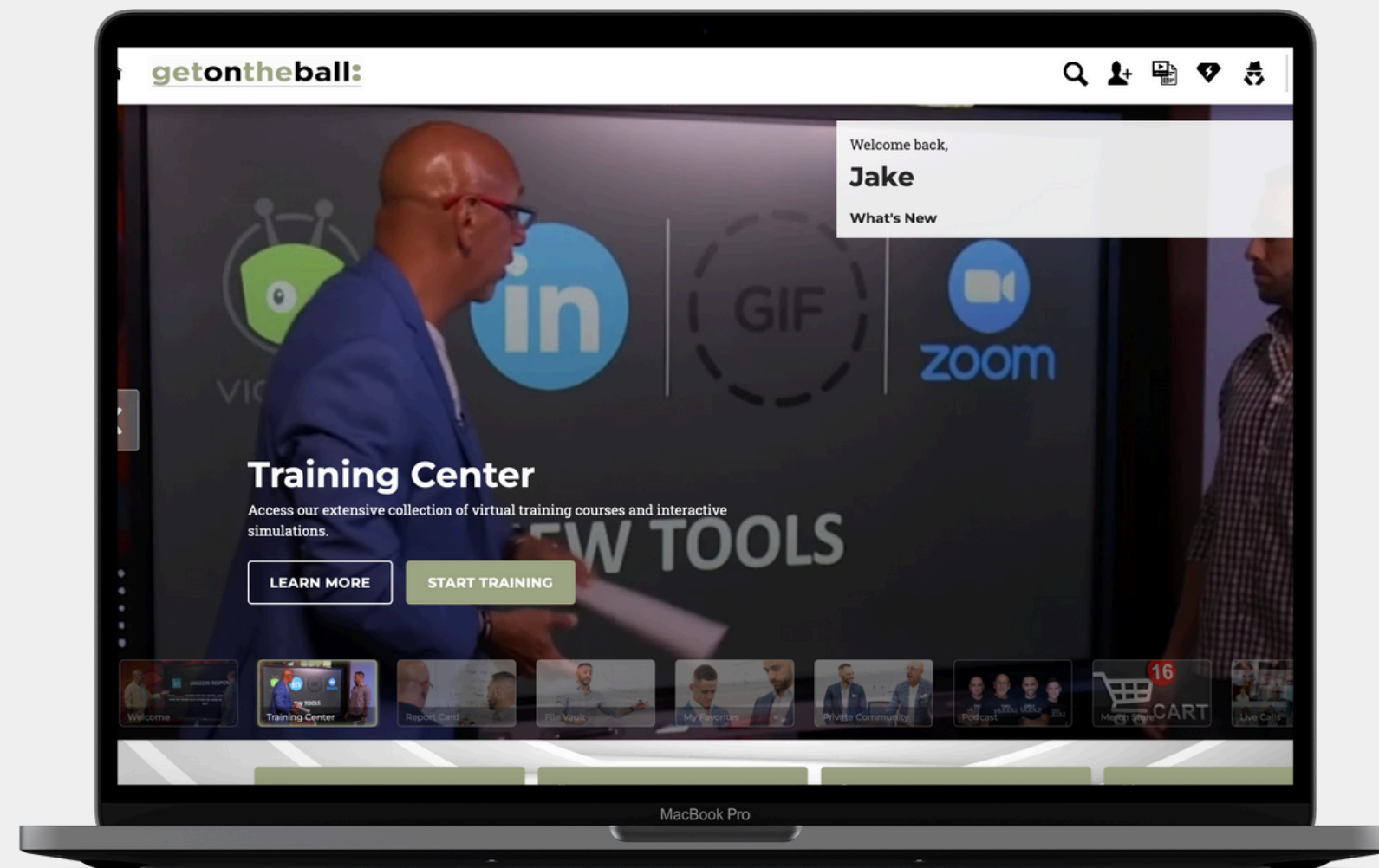
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Teaching through video allows for a more engaging and interactive learning experience as users can see and hear while also having the ability to pause, rewind, and review the content at their own pace. Additionally, video teaching provides flexibility and convenience as users can access the video lectures from anywhere and at any time.

02

Testing allows for the assessment of the users understanding and retention of the material, helping to identify areas where they may need further support. Additionally, testing can provide a convenient and efficient way to evaluate the users performance, saving time and resources for organization.

03

Training is the process of practicing and applying the information and skills learned during the teaching phase. This can be done through simulations and role-playing, The goal of training is to help the user develop the confidence and competence necessary to effectively use the skill(s) learned.

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TEACHING / TESTING / TRAINING

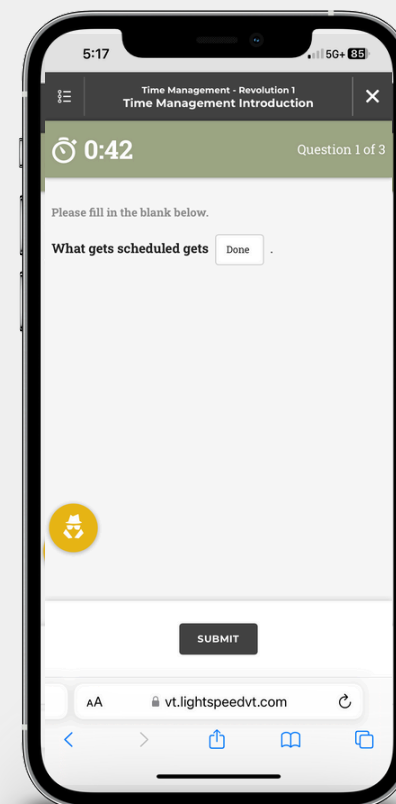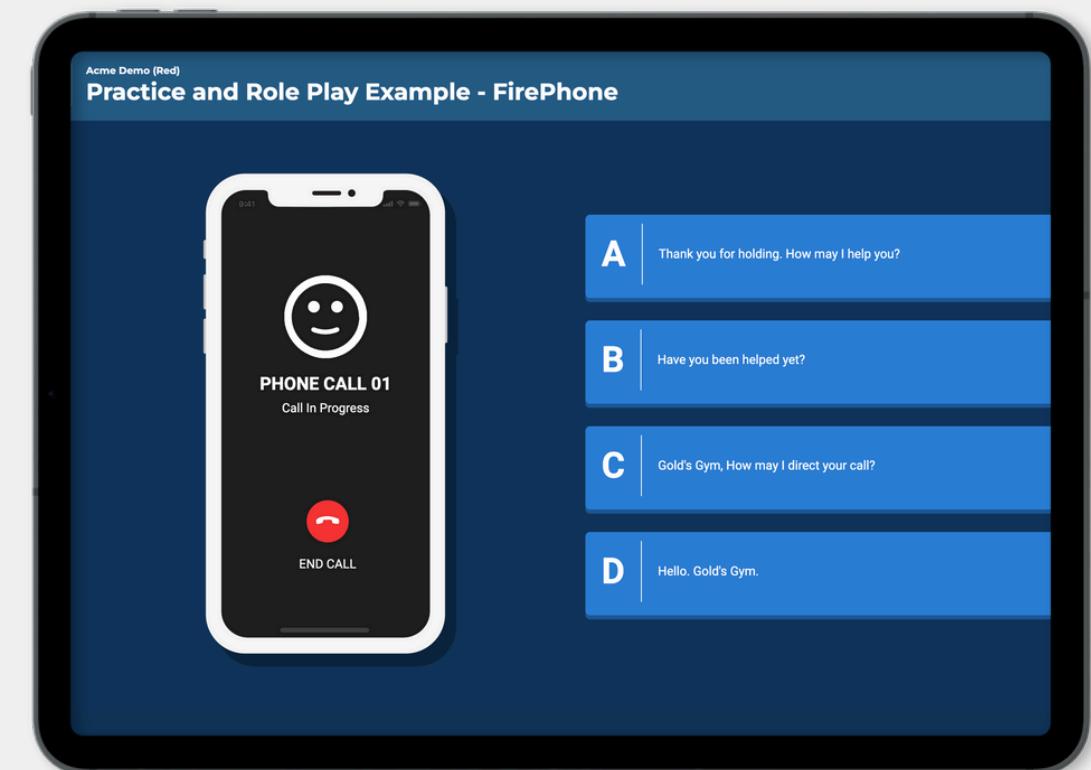• • • • • • • • • • • • • • • • •

TEACHING

Standardize what people learn with engaging and interactive video content that is easily accessible and digestible for users.

TESTING

Design and assign a variety of tests which include multiple choice, fill in the blank and matching questions. You also have the ability to design certification tests and certificates.

TRAINING

Create role play situations that replicate real life scenarios and challenges users to apply what they have learned to execute.

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TRACKING / REPORTING
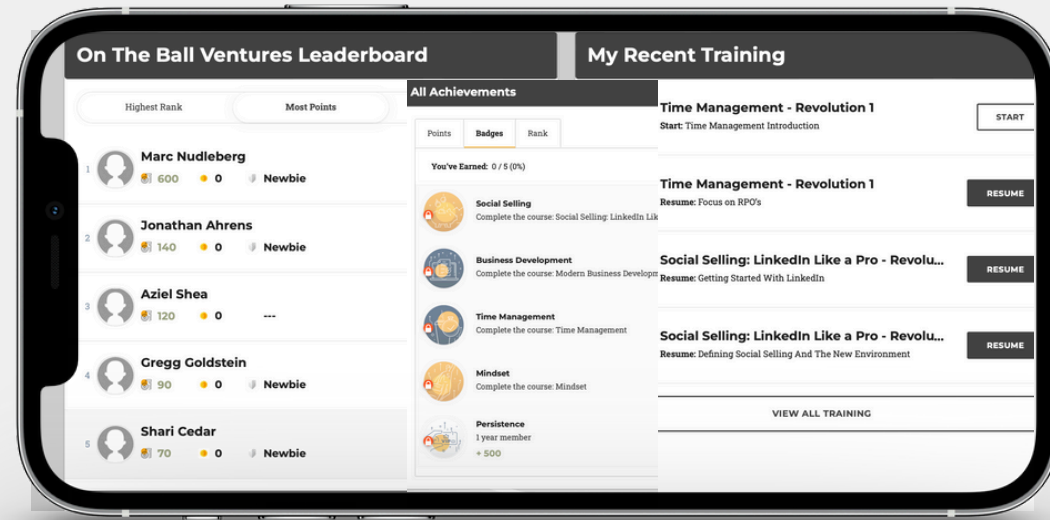
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Tracking refers to the ongoing process of collecting and analyzing data in order to monitor progress and performance over time. Your tracking includes monitoring users progress on courses, activity, and test results through the use of the report card, leaderboards and badges/achievements.

Reporting is the process of presenting and communicating data to others. Reporting includes graphs, scores, time and dates that communicates overall performance for specific users or groups.

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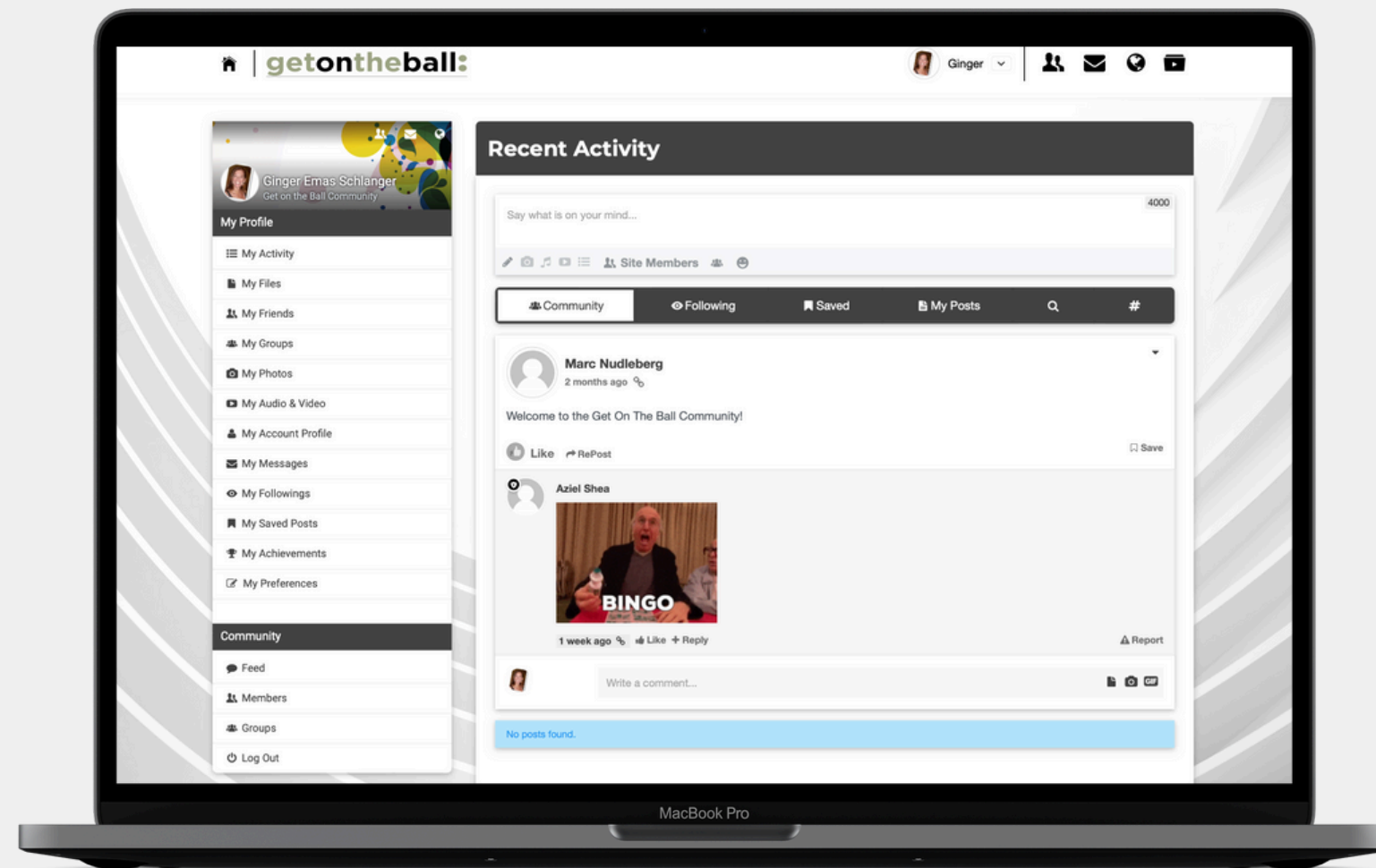
COMMUNITY

Building **Community** helps to foster a sense of loyalty and engagement among employees/users which can lead to increased productivity, participation and a better culture. It can also help to facilitate collaboration and idea sharing among team members/users.

On The Ball's platform comes with full social media capabilities which includes profiles, posting, direct message, and file upload which allows users to connect, collaborate, encourage and engage!

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CUSTOMIZATION

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On The Ball's platform is FULLY customizable!

06 The ability to fully customize an online training platform allows organizations to create training programs that are tailored to their specific needs and goals, with the added benefit of being able to personalize the learning experience and assign it to specific people/groups.

Customization can include the content, format, and delivery of the training, as well as the assessment and tracking methods used to evaluate users progress.

Additionally, by fully customizing an online training platform, organizations can also add their own branding, colors, and logos, making the platform consistent with their overall brand.

YOUR TRAINING FACILITY HERE!

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05.

WHO WE WORK WITH
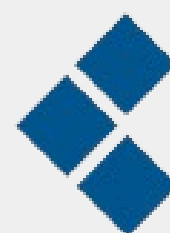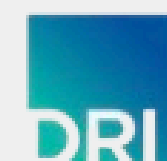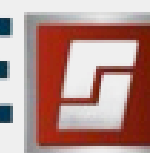
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ARE YOU READY TO GET ON THE BALL?