

ontheball:

COACHING + TRAINING + SPEAKING



Helping organizations and their people get 1% better everyday.

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

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01.

WHO WE ARE





On the Ball has been devoted to helping other businesses grow for 25+ years. Our coaching staff has extensive experience in business strategy, building high performance cultures, modern business development, leadership development and individual growth.

It is our mission to bring fresh ideas that are rooted in proven fundamentals, and pair them with new technology to help organizations develop a culture of learning and development that focuses on getting 1% better everyday.

It is our belief from having worked with some of the top organizations in sports and business that training isn't something that you did, but rather something you do.

We are excited to partner with you to take your culture and performance to the next level.



02.

WHAT WE DO



We affect the top and bottom line growth of companies by focusing on the areas below.

▪ **Modern Business Development**

- LinkedIn
- Video Selling/Communication
- Personal Branding
- Business Development Process

▪ **Leadership Development**

- Growth Mindset
- Time Management
- Communication
- Relationship Management

▪ **Organizational vision, values, strategy, structure, and processes that feed culture.**



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.

COACHING



How we affect the bottom line:

- **People Development**

- We individually coach people to become the best leaders they can be by developing a growth mindset and mastering time management, communication, relationship management, coaching, and strategic thinking.

- **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.

COACHING





SPEAKING



- **Keynotes**
- **Workshops**
- **Virtual Events/Trainings**



03.

TRAINING PLATFORMS



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.

CAPABILITIES



TEACHING

TESTING

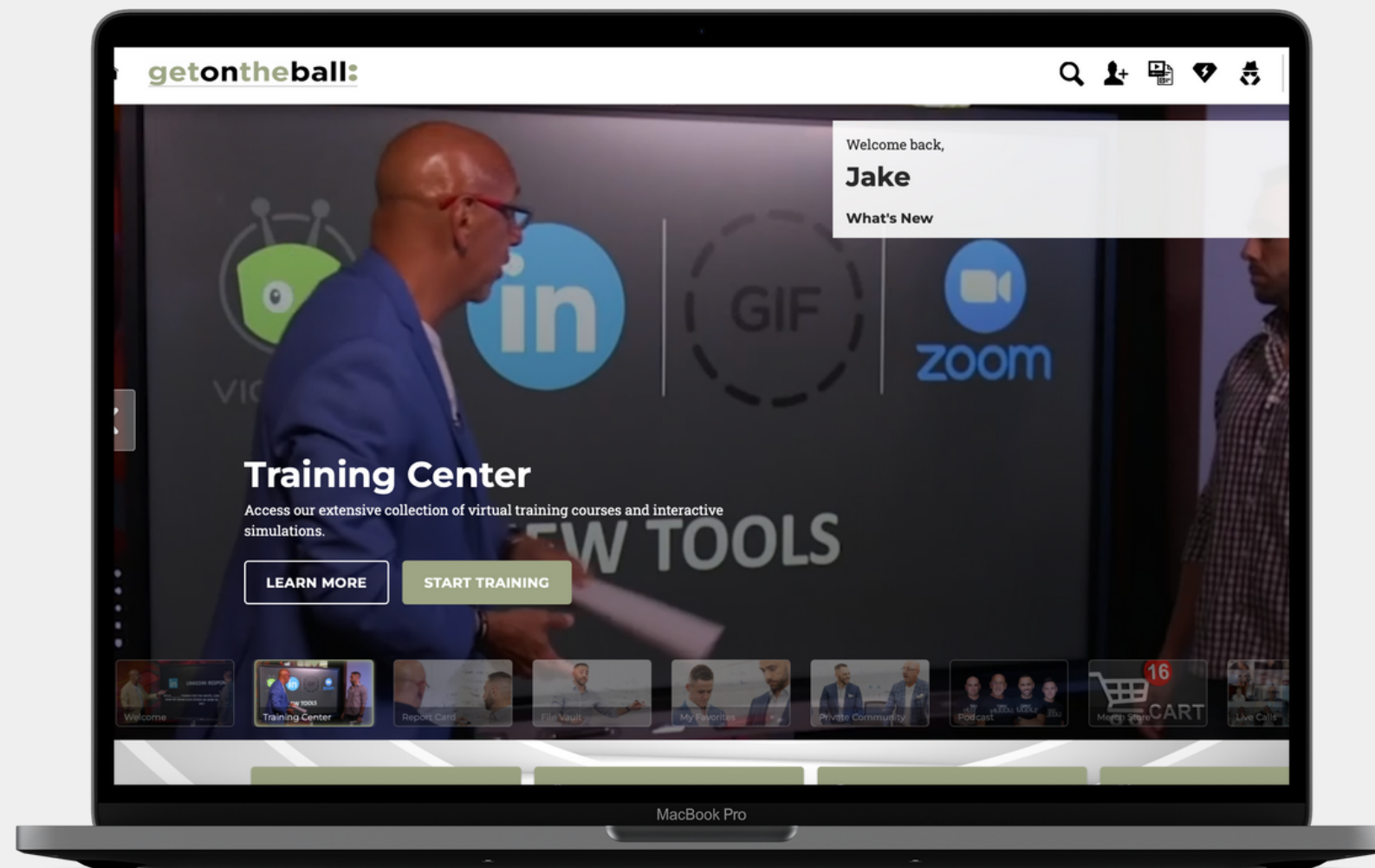
TRAINING

TRACKING / REPORTING

COMMUNITY

CUSTOMIZATION

TEACHING / TESTING / TRAINING



01 **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.

TEACHING / TESTING / TRAINING

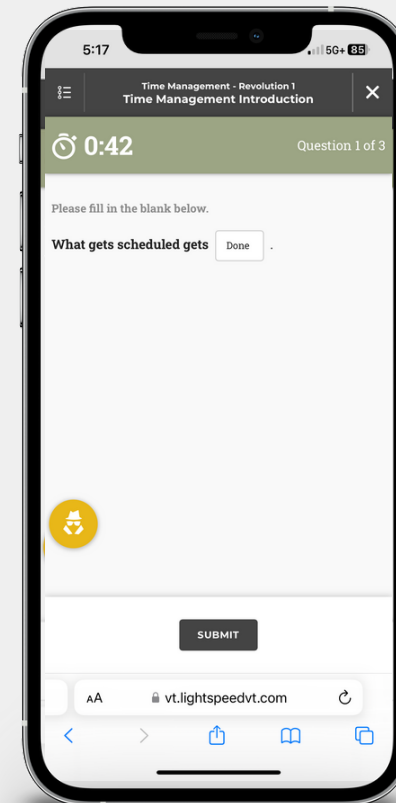


TEACHING



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

TESTING



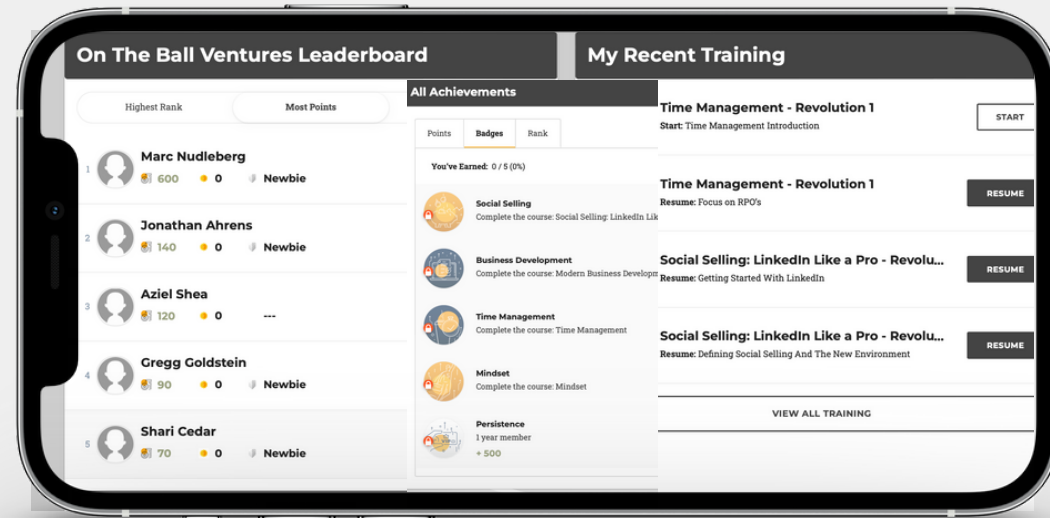
Design and assign a variety of tests which include multiple choice, fill in the blank and matching questions. You also have the ability to design certification tests and certificates.

TRAINING



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

TRACKING / REPORTING



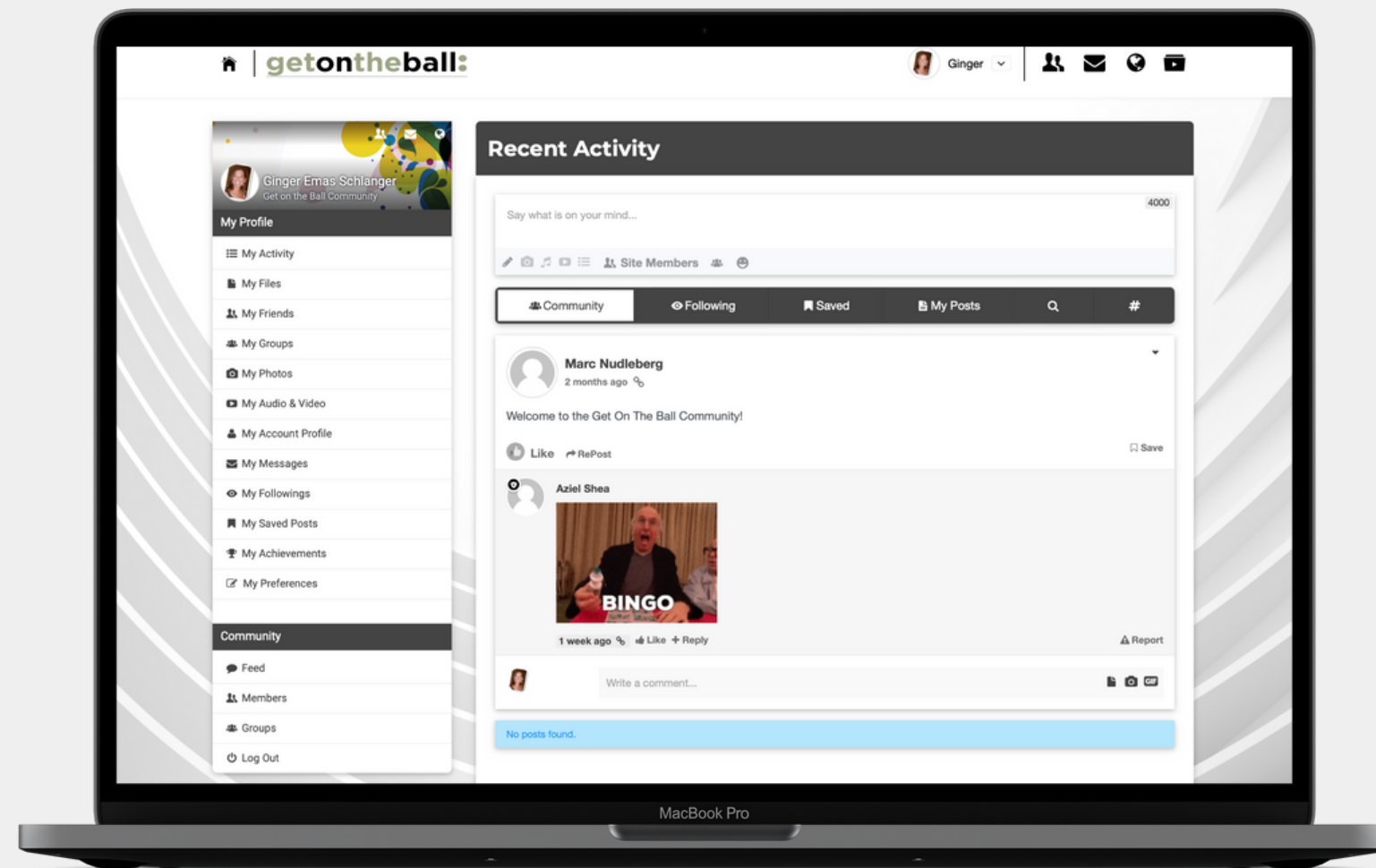
04

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.



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!

CUSTOMIZATION



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.



04.

WHO WE
WORK WITH





APOLLO BANK



Bank



TRUIST

SandyAlexander



ThermoFisher
SCIENTIFIC



Lincoln
Financial Group

VITAS
Healthcare

United
Way



itopia



architecture + design



Globe Life



Junior
Achievement



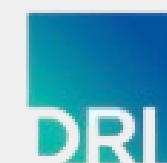
Konover
South
A Simon Konover Company



TOSHIBA
BUSINESS SOLUTIONS

HOLLYWOOD, FL

DEX
imaging



Diabetes
Research
Institute
FOUNDATION



HearUSA
America's Most Trusted Name in Hearing Care.



WORLDWIDE
EXPRESS



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VISTAGE



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