

MIDOCEAN PARTNERS

HOW MIDOCEAN PARTNERS COLLABORATED WITH THE CARNELIAN CONNECTION IN THE DELIVERY OF A "FULL POTENTIAL SELLING AND PRESENTATION SKILLS " PROGRAM TO IMPROVE SELF AWARENESS, CONFIDENCE, AND STRESS MANAGEMENT SKILLS.



OVERVIEW

MidOcean Partners recognized that their associates could become more effective by connecting to their personal power and presence for the purpose of delivering impactful and engaging sales presentations, and that the co-developed Four Step Success Model was an ideal complement to their Sales Training Program.

The model was facilitated in collaboration with MidOcean's senior management, and delivered over a six-week period, with an emphasis on developing a platform to learn self-awareness, superior presentation skills, and high-performance selling.

This six-week Full Potential Selling and Presentation Skills program was delivered multiple times throughout the organization and was supported with individual coaching sessions as requested by the program's participants.

"I partnered with Carnelian Connection to develop an "inside-out" approach for our training to not only develop good selling and presentation skills but more importantly to help build self-confidence and self-awareness of our team members. This internal growth will accelerate their development as investment professionals. Christina has a unique ability to understand our culture and became a true partner in delivering this program."

JIM SCARFONE, Chief HR Officer

"I enjoyed getting feedback from my colleagues and developing stress management skills"

" I gained self awareness and confidence to speak in my own voice"

"I liked the small group feel that enabled me to get to know my colleagues in a more intimate setting. I felt very comfortable opening up to the group and it made me feel more "involved" in the MidOcean community."

PROGRAM PARTICIPANTS

CARNELIAN  CONNECTION

www.carnelianconnection.com

APPROACH

- **TAKE AN INSIDE-OUT APPROACH:** Each workshop strengthened the team's connection with themselves while building self-confidence and self-awareness.
- **WORK IN CLOSE PARTNERSHIP WITH SENIOR MANAGEMENT:** The Full Potential Presentation Skills and Selling Program was seamlessly integrated with MidOcean's training efforts.
- **PROVIDE SALES TOOLS AND EXPERIENCES BASED ON STRONGER CONNECTIONS:** Participants strengthened their connection with MidOcean, their potential investors, themselves, and their team as well.
- **STAY ENGAGED AND MEASURE RESULTS:** Pre and post program surveys and individual coaching sessions were conducted to gain feedback and measure results.

RESULTS



90+%

Participants increased self awareness in selling situations



75+%

Participants reported improved ability to manage stress



100%

Participants increased confidence in selling and presentation skills

CONCLUSION

The “Full Potential Selling and Presentation Skills” program was designed to provide participants with a framework to improve self confidence and awareness and to manage stress in competitive selling situations.

By incorporating this program into their sales training efforts, MidOcean Partners has adopted contemporary sales and stress management tools, and has taken their associates to a new level of self awareness and confidence in their overall selling process with an inside-out approach.

This program offering was first released at MidOcean in 2021 and is still an ongoing offering at the firm.