**Savage *Communications***

**INSIGHTS**DISCOVERY

**TRAINING**

**Tuesday 14 September 2021**

**15.00-16.45**

**Venue**[**The Eastside Rooms**](https://eastsiderooms.com/contact/) **2 Woodcock Street  
Birmingham  
B7 4BL**

**IMPORTANT**

[​​Complete your pre-work by the deadline.](https://editor.wix.com/html/editor/web/renderer/render/document/a5f8a0c9-a92e-4d95-afb4-6960173318e7/ji-f-hlth-ins-14-sep-2021)

**WELCOME**

Hi everyone,

I’m really looking forward to seeing you all for the Insights Discovery training.

The workshop will be pacy and interactive, so come prepared to dive in.

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* Introduce you to the model and how it can be applied every day
* Show you the collective profile of the whole team, its strengths and weaknesses
* Explain how to recognise different types, by observing verbal and non verbal communication
* Demonstrate how to adapt and connect to build deeper connections and harmonious relationships

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I will share your profiles with you individually ahead of the workshop so you'll have a chance to spend some time reading through them. Don't forget to the watch the video below in advance so that the workshop makes sense!

See you soon.

Nicola

**ABOUT THE TRAINING**

**& PREPARATION**

Insights Discovery® is an exciting and revealing psychometric tool that can be used for both individual and team development. It is the most accurate and memorable of its kind.

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The powerful Insights Discovery® system uses four colours to describe distinct personality preferences: Fiery Red, Sunshine Yellow, Earth Green and Cool Blue. It’s this simple language which makes the profile so easy to remember and share with others.

**In preparation for the training, please carry out these 2 important steps:**

1. [**Complete an online evaluator**](https://online.insights.com/evaluator/savagecommunications/discovery), which will determine your Insights Discovery® type and bring you a new level of self-awareness, by **Tuesday 7 September**.

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It’s best to give your first natural response, being as honest with yourself as you can be. The evaluator typically takes about 15 mins to complete.

Add this referral code: 550/insert your name/FH/KS

**2. Watch the 30-min video below before attending the workshop.**

**WHAT PEOPLE SAY**

**MANUFACTURING**

**JULIAN - MANAGER**

***"A really enjoyable experience, one which I can truly say has helped me not only in my professional life but in my personal life too."***

**HOSPITALITY**

**ZACH - MANAGER**

***"I wanted to take the opportunity to say how thoroughly enjoyable the workshop was and how incredibly enlightening I personally found it.  I must also praise your content delivery and activity design as both were impeccable.  Thank you again."***

**R&D**

**MICHAEL - MANAGER**

***"It was probably the most engaging program I have ever attended and I am certain it wouldn't be that way without your amazing optimism and professionalism to guide us all the way through."***

**ABOUT NICOLA BLACKMORE**

Nicola is an experienced and passionate Learning & Development professional. She has worked in the L&D field for almost twenty years with a variety of organisations.

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Nicola is driven by making a difference to others, helping them to be the best they can be.  She is practical and realistic and works to make training concepts relevant and accessible to everyone.

She is a creative training designer, always looking for new and exciting ways to engage learners in training content in both the classroom and virtual learning environments.  She has a strong belief that the most effective learning is experiential, flexible, challenging, memorable and fun.  She uses a variety of tools and techniques to make this happen, including personality profiling tools like Insights Discovery and MBTI.  She is also a qualified coach and experienced mentor.

Nicola currently sits at wheel position 35 on the Insights Discovery wheel and is happiest as MBTI type ISTJ, which means that she:

* Is organised and meticulous in her attention to detail.
* Is a practical and realistic problem solver.
* Has a competitive streak and likes a challenge or target to beat.