



[unparalleledperformance.com](http://unparalleledperformance.com)

**Unparalleled Performance** is a results-driven personal, professional and leadership development company that focuses on helping individuals achieve balance in their life through our unique **5Ls** training programs.

The **5Ls** is a simplistic, science-supported program that gives individuals the guidance to deal with stress and crisis for a balanced life. Unparalleled Performance facilitates the continuous pursuit of achieving balance in five essential life elements. **None of them can stand alone.** Knowing where you are lacking and need to focus with respect to these essential life elements is the essence of the **5Ls** brand.

The **5Ls** are:

**LOVE**

Self-love, oxygen mask methodology – you cannot help others until you help yourself

**LAUGHTER**

Stress management – do not take yourself too seriously

**LABOR**

Passion and purpose - the health benefits of loving what you do

**LEISURE**

'Me time', disconnect, recharge, exercise - clearer minds = better decisions

**LEAVE**

Knowing how and when to pivot – manage change and adjust the sails



## 5Ls Employee Engagement Trainings

All Unparalleled Performance **5Ls** Training programs are developed from over 7 decades of real world, global and multi-industry experience. **We do not teach theory; we give real life learning lessons for real life application.** Your teams will walk away with proven and effective tools that they can implement immediately.

All our customized Employee Engagement Programs, performed **Virtually** or **In Person**, start with the **5Ls** Cornerstone. Depending on your specific needs it is then followed by one or more of our supporting **5Ls** trainings.

### 5Ls Cornerstone Training (CST)

**This is the critical foundation of your employee engagement program.** The **5Ls CST** is a science-supported program that provides the framework to achieve and maintain a more balanced personal and professional life. This one-of-a-kind training will provide your team with real world tools in each of these five essential life elements:

#### LOVE-LAUGHTER-LABOR-LEISURE-LEAVE

that will make your employees feel valued, connected, confident and empowered, thus raising productivity and increasing retention. It also provides them with the tool to manage change, handle stress and achieve true work life balance.

None of them can stand alone and knowing where you are lacking and where you need to focus to create a proper life balance, is the essence of the **5Ls**.

### 5Ls Leadership Training (LT)

The next generation of business leaders will require creative energy and strong leadership skills to thrive in increasingly complex social and business environments. Leaders must be visionary and able to motivate others to work toward a common goal. They must possess the key management building blocks to execute that vision. This highly interactive course introduces basic management techniques and promotes sustainable leadership development. The **5Ls LT** program will provide your team with real life tools that they can implement immediately. They will walk away with successful leadership skills and how to apply them, the ability to develop a personal mission statement and leadership development strategy, and the

knowledge of how to effectively build and lead a team. These tools will carry them throughout their career and take their leadership abilities to exceptional and impactful levels.

### 5Ls Team Building Training (TBT)

In our current environment, with teams comprised of a combination of onsite and remote and due to the impact of diminishing social capital - connectivity is critically important to your culture and your organization's success. Utilizing effective and proven team building management techniques must be a top priority for your leadership team to implement. Through the **5Ls TBT** program, your team will walk away with the tools and skills needed to build trust, enhance communication, increase productivity, resolve conflicts, promote creativity, and improve retention.

### 5Ls Decision Making Training (DMT)

In today's ever-changing environment, effective decision making is essential to personal and organizational success. Our **5Ls DMT** program empowers your team with the ability to understand the process and methods of effective decision making, various decision-making models and theories, and the ability to put them into use immediately. By the end of this program, team members will have real life tools enabling them to make strategic decisions more easily, more effectively, and with greater confidence. These skills are critical to their and your company's success.

## 5Ls Sales and Presentation Training (SPT)

Sales is the life blood of any organization. The global business landscape has changed drastically. Businesses are looking harder than ever for ways to solve problems, grow revenue, and gain market share. To be effective partners, sales teams must provide thought leadership and valuable insights. The **5Ls SPT** program will arm your team members with proven sales tools and techniques for the entire lifecycle of the deal. From networking to first appointments, nurturing the relationship, giving effective presentations, and closing the deal. This program has been designed from decades-worth of sales experience across multiple industries, at national and global levels.

## 5Ls Customer Service Training (CST)

Acquiring a new customer can cost five times more than retaining an existing customer. Increasing customer retention by 5% can increase profits from 25%-95%. The success rate of selling to a customer you already have is 60%-70%, while the success rate of selling to a new customer is 5%-20%. The key to this is excellent customer service. The **5Ls CST** program will give your team effective, proven tools that will deliver a high level of client support and satisfaction. After taking this course, your team will be able to handle multiple levels of issues, understand and use a sense of urgency, communicate clearly and effectively, manage hostile clients and turn it into wins, and take ownership of the situation.

## 5Ls Management Strategy and Communication Training (MSCT)

Managers and employees in the current business climate cannot function effectively without the ability to analyze business conditions properly, to set a strategy, and to communicate that strategy impactfully. The **5Ls MSCT** program will give your management and aspiring leaders the critical skills of strategic and business communication. At the end of this program, your teams will be able to effectively present information to executives, speak to diverse groups and create targeted communications plans.



## What People are Saying

“Your 5Ls has really made a positive impact on my life; the skills and information you have taught us will be extremely valuable not only to my work and beyond, but to my character as well.”

“I now live by the 5Ls and have seen major improvements in my life, health, happiness, and athletic journey. I feel that I am now equipped with the tools to be successful in my career, and future endeavors.”

“I found the 5Ls really stuck with me and I’m really looking forward to reading into the wisdom that you and Sal are going to share in your book. Your 5Ls program made me confident in myself and now I feel that I’m doing meaningful work!”



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