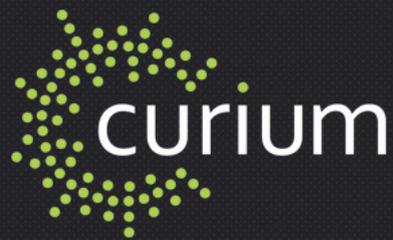


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Accelerating Team Results at Colonial Life



The problem:

Colonial life is a leading provider of employee benefits, serving more than 3 million customers in over 80,000 companies in the US. One of the local offices based in Orlando, Florida wanted to support their team by improving the effectiveness of communication and investing in their people to ensure they continued to deliver both an excellent customer experience, which they are renowned for, whilst improving productivity.

The goal:

To introduce the team to a new way of thinking which would empower them to collaborate and thus accelerate their results. Creating new strategic partnerships was also crucial for them and they wanted to invite a new partner and their team to the session to strengthen their relatively new partnership.

The result:

Following a number of 1 on 1 sessions to ensure the agenda and training was unique and tailor made to deliver the specific outcomes they required, we completed a workshop that also took them through the concept of TetraMap. After the workshop they were able to meet as a team and implement some of the key learnings in readiness for the following days client meetings. Mixing internal teams to enhance their odds of success was an instant win as was their ability to recognize others behaviors and be able to flex theirs, by following a simple approach.

What Colonial says:

"I have been through many sales training, team building exercises, and personality assessments over the years. Curium and their use of TetraMap exceeded my expectations on multiple levels. We even took it one step further and brought one of our closest partners in house to participate with us; further strengthening our partnership. It taught us about ourselves, but also enforced how to better communicate and work together. It has even changed the way we assign work and how we delegate work to teams. I highly recommend this to all companies with employees or partners. We started with a one-day training event and we will be doing more as we saw results instantly. Dan and Curium really excel at building a program that meets your objectives."

S Baxter