



**Achieve Better and Faster Results
 with FocalPoint Business Coaching**

Revenue Growth

"Since engaging FocalPoint, our revenues increased 372% in the first year."
 James R. - President

Time Management

"Learning how to manage time, set priorities and stay focused has had a dramatic positive impact on my business growth."
 Mike A. - Owner

Strategic Planning

"By completing the strategic planning exercise and reviewing progress monthly, we have enjoyed three years of double-digit growth."
 Michelle P. - CEO

Sales Training

"This investment in sales training is the most powerful thing we have done to increase sales and build a stronger, more productive sales team."
 Brian B. - CEO

Where are you in your Business Life Cycle?

START-UP

GROWTH

DECLINE

REINVESTMENT

3 FEET FROM GOLD:
 Results have not happened; don't give up too soon — plan, execute and evaluate.



FOUNDER'S TRAP:
 Company's requirements outstrip the owner's ability to control. Leverage decision making, responsibility and delegation.

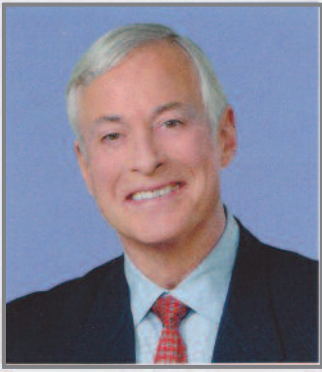


SUCCESS TRAP:
 Company is exceeding expectations for prolonged time. Reinvention during this time is critical for continued success.

Gerald Covella, Certified Business Coach

Tel: 856.690.1999 • Cell: 609.364.6705
 jcovella@focalpointcoaching.com
 www.jerrycovella.focalpointcoaching.com

"Maximizing Return On Energy"



FocalPoint – Powered by Brian Tracy

FocalPoint is an international training and coaching organization. The company is a recognized global leader in the area of Peak Performance training. Our core material and methodologies have been written and developed by world-renowned author, educator, business consultant and speaker Brian Tracy.

Brian Tracy is one of the world's leading authorities on human potential, leadership and effectiveness. He addresses more than 500,000 people annually on personal and organizational development. He has written more than 70 books and produced more than 300 programs on human and corporate performance, which are taught in over 13 languages across the globe.



Gerald Covella

Gerald "Jerry" Covella is a former award-winning journalist who parlayed his skills in communications – and his experiences over the past 25 years as an entrepreneur who has launched and managed numerous successful business – to become a respected consultant and president of multiple businesses specializing in media strategies, non-profit initiatives, family services and business mentoring.

Jerry is an expert in teaching and motivating business owners, corporate executives and other professionals to achieve measurable results in line with their own set of values and goals. A lifelong resident of New Jersey, he is also an accomplished public speaker and an active member of his community.

Proven Solutions and Accelerated Growth Strategies for Achieving Your Goals



Coaching



Training



Assessments



Workshops



Solutions

**Better Results
Faster**

**5 Modules –
72 Sessions**

Clarity
Effectiveness
Growth
Superstar Salespeople
Leadership

Delivered Through

One-on-One Coaching
Group Coaching
Personal Performance

**Strategic
Development**

Superior Selling Skills
Superior Sales Management
Perform At Your Best
Manage Your Time –
Productivity
Communication Breakthrough
High Performance Leadership
Navigational Conversation –
Training the "C Suite"

**Performance
Analysis**

Communication/Behavioral Styles
Sales Skills Index
Workplace Motivators
Emotional Intelligence
360 Feedback
Position Benchmarking
Job-Related Competencies
Core Value Index

**Short
Focused Sessions**

Time Management
Effective Delegation
Strategic Planning
Way To Wealth
Goal Setting
Leadership

**Business
Services**

Business Plans
Market Valuation
Online Marketing
Social Media Engagement
Performance Benchmarking
Video Marketing
Continuing Education Units
Website Design

Ready for Change? Ready for Growth?

FocalPoint Peace of Mind

Money-back guarantee

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