



## FAQs for CAPA<sup>PRO</sup>

### 1. What exactly do I get with CAPA<sup>PRO</sup>, and what will it do for me and my career?

More than anything, CAPA<sup>PRO</sup> will equip and enable people who are passionate about leadership, teamwork, organizational health, employee engagement to sell more work, do more work, enjoy their work, and see greater impact with their clients.

To make that happen, we'll be providing you with regular bursts of insight, advice and support in the form of tools, videos, live programs, training and real-time Q&A. Drawing from books like *The Advantage*, *The Five Dysfunctions of a Team*, *The Ideal Team Player*, *Death by Meeting*, *The Motive*, and the upcoming *Six Types of Working Genius*, CAPA<sup>PRO</sup> members will receive training and permission from us to work with clients on all of Patrick Lencioni's best-selling models, which fall into four primary building blocks:

- The Foundations of Organizational Health & Teamwork
- The Keys to Leading & Managing People
- The Art of Naked Consulting
- The Six Types of Working Genius

As a result, members will expand the repertoire of their client offerings and be immersed in our approach to naked consulting, allowing them to build stronger, "stickier" relationships with clients.

### 2. What specific outcomes can I expect from the CAPA<sup>PRO</sup> training?

In a nutshell, CAPA<sup>PRO</sup> training and resources will focus on teaching you:

- How to discern what a client really needs.
- How to facilitate short engagements to assist your clients in making immediate progress.
- How to facilitate a 2-day offsite with teams at various levels.
- How to work directly with a CEO or leader and their entire organization.
- How to transform a management culture in as little as two hours.
- How to present ideas that are impossible for your clients to refuse.



### **3. How does this work for multiple consultants or practitioners within the same organization?**

Whether you're a CEO or CHRO and you want all of your practitioners to have access to CAPA<sup>PRO</sup>, or you're part of a firm with multiple consultants, we want to make it easy for everyone to participate. Again, contact us to make arrangements. We'll be offering each additional practitioner in a company a 30% discount off their annual membership fee. If your group consists of 5 or more people who would like to join, please call or email us for special pricing.

### **4. Can you give me a sample of what a year with CAPA<sup>PRO</sup> would entail?**

Here's how we see the CAPA<sup>PRO</sup> experience playing out for members.

#### **WEBINARS:**

Each month, there will be a live webinar featuring Pat Lencioni, Chris Jenson and other Table Group team members, providing live instruction on timely topics related to organizational consulting. They'll answer questions and provide reference to curated resources that will allow you to improve the way you consult.

#### **PODCASTS:**

Each month, we will also host a podcast aimed specifically at CAPA<sup>PRO</sup> members, providing insights, anecdotes and practical tips for becoming a better consultant.

#### **TRAINING:**

At least once per quarter, there will be training for members in the areas of coaching, team-building, leadership, naked consulting, employee engagement and other relevant and current topics.

#### **EVENTS:**

There will be an annual member-focused conference held near the Table Group home office in the San Francisco Bay Area, allowing members to learn directly from Pat Lencioni and other consultants at the firm, and from one another.

#### **ONLINE PORTAL:**

In tandem with our live events, you will have access to training videos around the content from all of Lencioni's best-selling books, curated tools and resources to download and use with clients. In addition, you will be able to locate and connect with your fellow CAPA<sup>PRO</sup> members through our online community.

#### **DEDICATED CAPA<sup>PRO</sup> TEAM**

Finally, the Table Group has a team ready to help you get your questions answered and to maximize your membership.