

MTA CONSULTANCY

“Make the Adjustment”

Chris Mader is a business coach and published author with a proven track record over 3 decades developing leaders, sales teams, & driving revenue in professional sectors including:

- Accounting & Finance
- Agriculture
- Engineering
- Manufacturing & Construction
- Healthcare
 - Addiction Treatment
 - Healthcare IT
 - Locum Tenens
- Information Technology
- Life Sciences
- Real Estate
- Retail
- Staffing & Recruiting

Previously a Chief Revenue Officer, VP of Training, People, & Culture, and professional athlete; Chris has been able to spend time and compete with elite athletes and business professionals, which gives him a unique perspective into the insights of what drives individual contributors and leaders to be great.

MAKE THE ADJUSTMENT



Finding the Courage to Embark
on Your Own Journey of
Transformational Change

CHRIS MADER



Our Services

MTA energizes organizations by bringing the best out of your most important asset, your people



Executive/Leadership Coaching & Sales Training

A proven approach & process to identify, train & develop leadership and/or sales talent via 1:1 coaching or classes up to 18 per cohort.



Advisory & Consulting

Providing C-Suite leadership experience to create a plan, steer the business, increase sales, improve EBITA, & ensure success. Additionally, we are an approved Bloom Growth Coach for EOS Implementations.



Personality Assessments

We provide a wide range of personality assessments or consulting services tailored to our clients' specific needs (including 360 reviews, DiSC Assessments, Emotional Intelligence, & Strengthsfinder)



Motivational Speaking & Bootcamps

We unlock the power of your people's potential to inspire them to take action, tailored to suit any audience.

LEADERSHIP TEAM TRAINING PROGRAM

9 classroom sessions
*includes monthly 1:1
individualized executive
coaching*

Customized to all levels of leaders

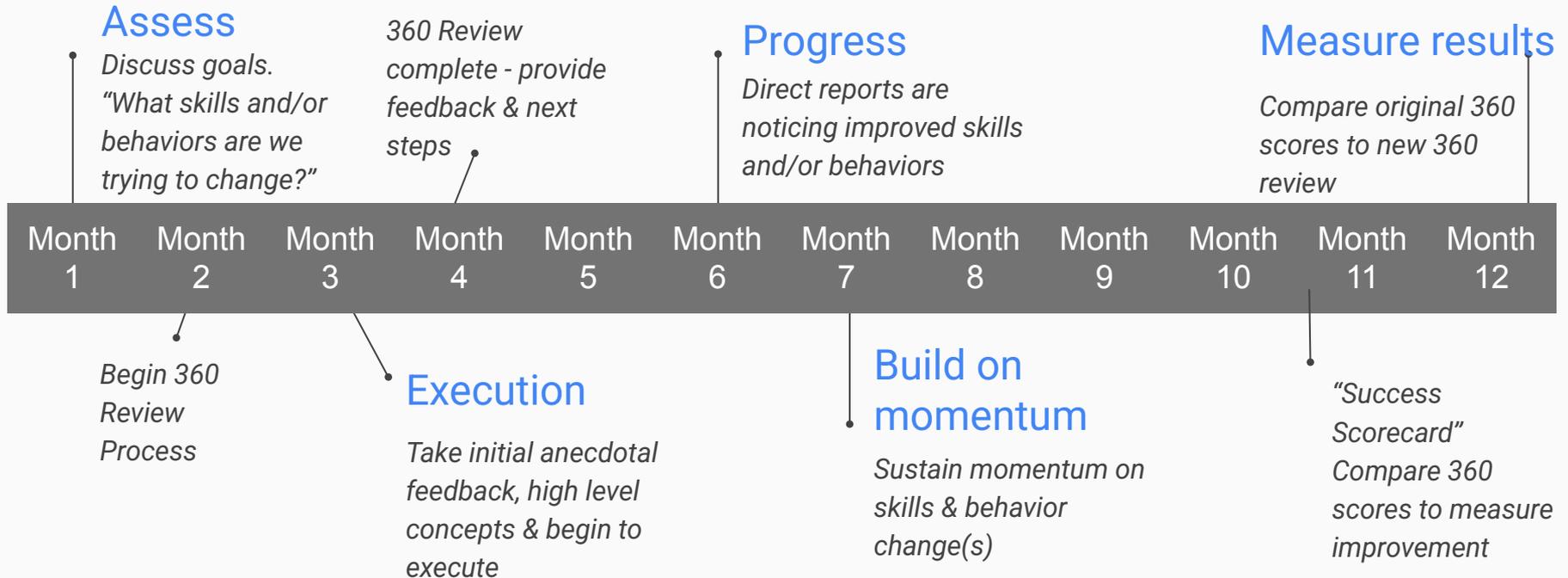
*(Classes typically include 6-18 attendees
with nine in person classroom sessions)*

**We guide each leader through a
proven approach to managing
highly effective teams**

1. 360 review (optional)
2. Leading Change
3. Emotional Intelligence Assessment
4. Identifying, Hiring, Motivating & Retaining top talent
5. DiSC assessment
 - Improves leadership team collaboration
6. The Art & Science of Delegating
 - Power Coaching
 - Skillful Communication
7. Leading vs. Managing
8. Building trust & psychological safety with your team
9. Your leadership brand

1:1 Executive Coaching

High touch, weekly check-in calls (in-person or virtual)



EOS Implementation & Leadership Facilitation via EOS framework

MTA is a preferred coaching partner with:

- Bloom Growth
- Ninety EOS

Establish your EOS
account

Facilitate Leadership team
meetings

Train/Develop Leaders on
best practices within EOS

Assessments



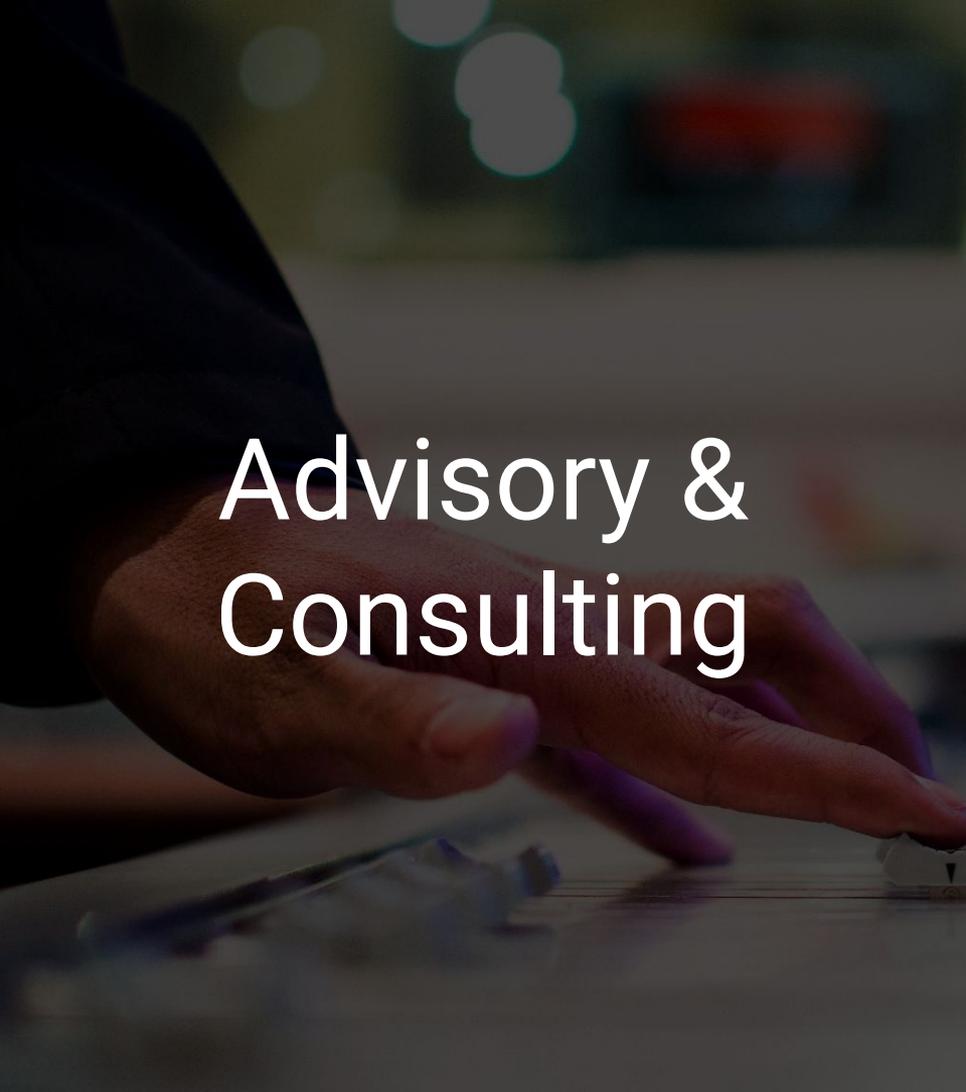
We provide objective data around your employee's personality, emotional intelligence, and/or what their peers and subordinates say via a 360 review

- DiSC personality assessment
- EQ assessment
- 360 Review

Sales Training & Bootcamps

We energize your sales team and challenge them to think differently about how they approach their clients with a solution based sales approach:

- *Cold calling & prospecting*
- *Improving outcomes of client meetings*
- *Overcoming the most common objections*
- *Storytelling in sales*
- *Relationship vs Transactional selling*
 - *The algorithm for building trust*
 - *Successful sales philosophies*
- *Negotiating & Closing techniques*
- *EQ in sales*
- *Land & Expand strategies*



Advisory & Consulting

MTA acts as an objective, neutral advisor to assess your current business challenge(s)

- Gather requirements
- Listen
- Collaborate
- Identify challenges and opportunities
- Deliver written recommendations with multiple options

Interim Leadership

If you require interim support or have a leadership vacancy, we have over 25+ years of experience leading companies from startups to \$1B+ in revenue in multiple industries.

- *CEO*
- *COO*
- *CRO*
- *CPO*
- *President*
- *VP of Growth Strategy*
- *VP of Sales*
- *VP of Learning & Development*

A diverse group of business professionals, including men and women of various ethnicities, are seated in a conference room. They are all smiling and clapping, suggesting they are attending a presentation or a motivational speaking event. The background shows large windows with bright light coming in.

Keynote Presentations & Motivational Speaking

We bring energy, enthusiasm and most importantly **new ideas & ways of thinking** to your organization

Length of typical engagements

MTA builds trust to help solve your people challenges.

We are flexible and work with our clients as needed, for as long as it's needed...

Leadership/Sales
Coaching = 6+ months

Leadership Training
Program = 6-9+ months

Consulting & Assessments
are flexible based on client
need(s)

Pricing for MTA's services

All prices quoted are subject to change at the end of each calendar year. Cost of travel or additional training materials excluded unless otherwise noted (books, assessment tests, etc.)



Executive/Leadership Coaching & Sales Training

9 month Leadership Training
program - Cohorts of 6-18
(\$6,000 per participant)

Executive/Leadership/Sales
1:1 coaching
(\$1,250/month/participant or
\$375/hour)



Advisory & Consulting

Interim Leadership (\$400/hour
with 10 hour minimum
engagement)

Leadership meeting facilitation &
EOS Implementations (\$12,500
per instance)



Personality Assessments

360 Review, DiSC, or EQ
Assessments

(\$375 per participant includes
debrief & coaching session)



Motivational Speaking & Bootcamps

\$7,500/day (\$4,500/half-day)

Leadership/Sales bootcamps are
custom branded to your
organization! Eight 1 hour sessions
w/ unlimited participants (\$5,000
or \$1,000 per 1 hour session)

Explore FREE training through state grants

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“Make the Adjustment”

Workforce grant programs exist because most states want low unemployment rates, & low unemployment equals less strain on the government to support people out of work. "Workforce Training Funds" provide free grant dollars to companies for training & investing in their employees.

Over the past 2 years, MTA successful earned grants for clients in:

- Massachusetts
- New Hampshire

States with more stringent requirements:

- *Rhode Island*
- *California*
- *Pennsylvania*
- *Colorado*
- *New Jersey*
- *New York City*
- *California*

Engaging with MTA

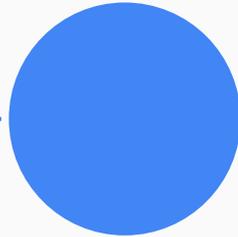
Step 1

Initial consultation



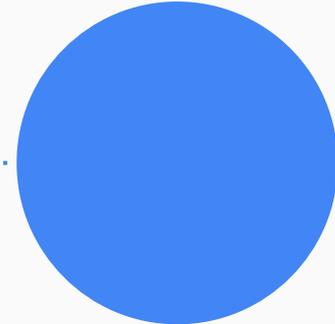
Step 2

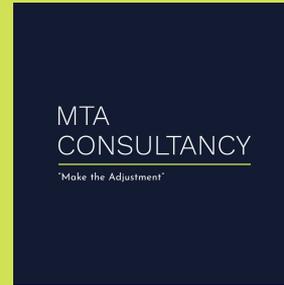
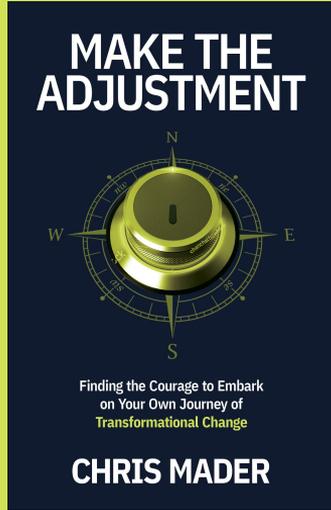
Present to leadership &
key stakeholders



Step 3

Send pricing &
proposed solution(s)





Thank you for consideration, we know you have several choices when choosing a consulting partner and we value your time



Chris Mader, Founder & CEO
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