



OFFERINGS & SERVICES

Sarto's philosophy is driven by our mission to provide tailored solutions that will grow your business by developing your people through effective management training, leadership development, and leadership coaching.

www.sartoleadershipgroup.com

OUR SIGNATURE DEVELOPMENT PROGRAMS

Emerging Leaders Program

Our customized program is designed to prepare emerging leaders for their first management positions. Participants learn and apply foundational leadership skills through a multi-phased experiential journey.

Through the use of various learning techniques, leadership concepts, and resources, participants are guided through a powerful journey of self-discovery and growth. Participants leave with a clear understanding of what it takes to lead people along with the tools and knowledge on how to do it.



Benefits to the Organization

- Establishes a talent bench by developing future leaders
- Increases employee engagement, performance and results
- Retains and rewards your top performing managers

Learning Outcomes

Participants will:

- Develop a wide range of foundational leadership skills and behaviors
- Learn and apply essential coaching techniques
- Become self-aware of their leadership style, vision and brand
- Demonstrate effective communication and interpersonal skills
- Develop strategic and reflective thinking abilities
- Exhibit responsible decision-making skills
- Transition from individual contributor to team leader

At the core of the program is the use of your own managers to serve as Coaches/Mentors throughout the entire duration of the program.

The IMPACT Program

Our customized program is designed to recognize the value of Individual Contributors who want to expand their influence and increase their impact across the organization. Participants learn and apply skills through a multi-phase development journey.

Through the use of various learning techniques, leadership concepts, and resources, participants are guided through a dynamic journey to strengthen personal brand, communication style, and enterprise influence. Participants leave with practical tools to maximize their impact by partnering up, down, and across the organization.



Benefits to the Organization

- Fosters an environment for development
- Empowers Individual Contributors to lead without authority
- Retains high-performing employees

Learning Outcomes

Participants will:

- Deepen self-awareness to strengthen influence and personal brand
- Increase impact in current and future responsibilities
- Develop enterprise-wide influencing skills
- Learn behaviors that strengthen emotional intelligence
- Build peer-to-peer coaching skills

At the core of the program is the focus on building influence, credibility, and partnership skills that enable Individual Contributors to drive results without authority.



The Power of Presentations

In this one-day workshop you will discover how to create compelling stories to bring the data to life to resonate with your audience. Whether you're presenting to a single person or a large group, the strategies you will learn will help you connect with your audience and keep them engaged from your very first word.

- All employees



3D Feedback

3D Feedback workshop helps managers see all dimensions of a feedback conversation. This interactive session equips managers with techniques and approaches on how to provide appropriate and balanced feedback as well as how to coach to skills and behaviors using a combination of case scenarios, table activities, and group discussions.

- High potential employees
- All levels of management
- Departments/teams
- Cross-functional teams



Everything DiSC®

Everything DiSC® solutions provide rich, versatile learning programs that offer personal insight for learners at every level of an organization, using a consistent language of DiSC®. Helps individuals or teams improve the quality of their interpersonal skills.

- All employees
- All levels of management
- Sales Representatives
- Departments/teams
- Cross-functional teams



Coaching Services

We Provide a wide range of coaching services, including, but not limited to, Executive, Leadership, Career, and Team coaching. Our customized coaching services leverage a variety of coaching techniques, methodologies, and psychometric instruments to identify strengths and development opportunities with a path to success.

- All levels of management
- High potential employees



Strengths-Based Leadership

SRG's TalentProfiler™ is an online assessment designed to uncover personality traits, or "talents," that specifically relate to a person's ability to build relationships, explain ideas, and gain commitments. The assessment also uncovers a person's most dominant motivational drivers and the environment in which they will perform at their best.

- All employees
- Separate report for sales reps
- Separate report for managers
- All levels of management
- Departments/teams
- Cross-functional teams



Situational Leadership II®

To lead teams, managers need to set clear and attainable goals, provide the matching leadership style, and give appropriate feedback. The goal of a Situational Leader is to help others develop competence, motivation, and confidence. Situational Leadership® II (SLII®) boosts the effectiveness, impact, and dedication of leaders and teaches them to behave in alignment with their good intentions to meet the needs of their people.

- First Line Leaders
- Second Line Leaders



Leading Change

The Leading Change workshop equips managers with the tools and confidence to guide teams through organizational change with clarity and consistency. Participants learn how to reduce resistance and confusion, strengthen morale, and communicate the "why" behind change in a way that builds trust, alignment, and execution.

- All levels of management
- High potential employees



Selling Beyond “YES”

Selling Beyond “Yes” equips sales professionals and leaders with practical tools to move customer agreement into meaningful action. This session helps participants identify hidden barriers, uncover gaps between intent and behavior, and challenge inertia with credibility, evidence, and confidence to drive real adoption and impact.

- Sales Teams
- Sales Reps
- Sales Leaders
- Cross-functional teams



Field Coaching Reports

The Field Coaching Reports workshop helps managers strengthen field coaching by moving beyond task-focused recaps to clear, behavior-based feedback. Participants learn a consistent framework for observing performance, documenting insights, and coaching in a way that improves clarity, accountability, and long-term development.

- Sales Leaders
- Field Managers
- First Line Leaders
- All levels of management



The Value of Mentors

The Career Development workshop is designed for employees who are interested in exploring the value that mentors can have on one’s professional development and career advancement. Participants will explore career interests, goal setting, skill development and identifying mentors so they can take ownership of their professional growth and purposeful career path.

- All employees



Influencing For Impact

Influencing for Impact is a workshop designed for employees to develop skills and strategies that will allow them to leverage their ability to partner more effectively with internal and external stakeholders.

- All employees



5 Behaviors of a Cohesive Team®

The Five Behaviors of a Cohesive Team is a model and development program that guides intact teams through a journey to improve in five areas that are key to productive team dynamics: Trust, Conflict, Commitment, Accountability and Results.

- Department/teams
- Cross-functional teams



360 Feedback Surveys

Our 360 Feedback Reports provide organizations with a structured, confidential way to gather meaningful feedback from managers, peers, and direct reports. This solution delivers clear, actionable insights that strengthen self-awareness, support development planning, and help leaders grow in alignment with organizational goals.

- All levels of management
- High potential employees
- Individual contributors

Let’s Build the Right Solution for Your Team

Every organization is different. We partner with clients to customize workshops, programs, coaching, and assessments to meet your specific goals and challenges.

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