



4 and 20 Million.

LEARNING PROGRAMMES & COURSES

**Training to elevate performance
for teams, individuals &
emerging leaders**



4AND20MILLION HELP TEAMS TACKLE THE BIGGEST CHALLENGES OF MODERN WORK

We're in a new era of hybrid working, whilst facing growing burnout and stagnant productivity.

4and20Million equip **teams, individuals and emerging leaders** with the skills to navigate these challenges and thrive.

- We help teams collaborate effectively in our new hybrid world
- We nurture engaging and confident public speakers
- We improve personal productivity whilst addressing burnout and work/life balance
- We upskill professionals to supercharge career progression
- We empower managers to lead high-performing teams

Our energising, insightful and pragmatic courses are designed to create a lasting, positive impact.

Here's how we do it...



Alex & Dan
4and20Million

TEAMS

CREATING HIGH PERFORMING TEAMS

INDIVIDUALS

SKILLS THAT ACCELERATE PERSONAL GROWTH

EMERGING LEADERS

CREATING LEADERS THAT PEOPLE WANT TO FOLLOW

SUSTAINABLE EXCELLENCE

Boost productivity and performance whilst reducing stress, anxiety and burnout

COLLECTIVE BRILLIANCE

Unite individuals, enhance collaboration and supercharge team effectiveness

COMPELLING STORYTELLING

Crafting great presentations and compelling narratives

PRESENTING WITH CONFIDENCE

Public speaking and presenting with authentic confidence

BOOSTING PERSONAL PRODUCTIVITY

Techniques to maximise sustainable productivity

AVOIDING BURNOUT

Create a healthy work / life balance

COPING WITH CHANGE

Bolstering resilience, building self-esteem and responding effectively to challenges

FROM BOSS TO COACH

Managing others:
Fostering psychological safety

ENABLING HIGH PERFORMANCE

Leading team culture & delivering effective feedback

UTILISING EMOTIONAL INTELLIGENCE

Increasing self-awareness, personal development, emotional agility and situational management skills



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TEAMS

SUSTAINABLE EXCELLENCE

BOOST PRODUCTIVITY AND PERFORMANCE WHILST ADDRESSING STRESS, ANXIETY AND BURNOUT

Sustainable Excellence is 4and20Million's flagship training and development programme. It enables teams of all sizes to develop the skills and behaviours needed to thrive in a hyper-connected, fast-paced working world. By embarking on this programme, your team will learn how to work smarter, create high quality outputs and collaborate effectively in a shorter space of time.

This course is not *just* about increasing productivity and work output. It's about being more engaged and purposeful with your work and your life. Participants will learn techniques that help them to focus their energy, manage their attention and establish behaviours and habits that prevent them from living in a constant state of overload and stress.

Sustainable Excellence brings teams together to move past the unproductive clutter of back-to-back virtual meetings and constant interruptions to find more effective ways to work productively. It prompts much-needed debate amongst teams and culminates in agreed priorities and actions to drive collective improvement.

An established programme endorsed by some of the biggest names in UK corporate life, **Sustainable Excellence** is a modern course for a modern world, encouraging long-term behaviour change and the adoption of healthier, more effective working habits.

Contact us at www.4and20Million.com for further details

SUSTAINABLE
EXCELLENCE



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TEAMS

COLLECTIVE BRILLIANCE

UNITE INDIVIDUALS, ENHANCE COLLABORATION AND SUPERCHARGE TEAM EFFECTIVENESS

Effective collaboration between colleagues is vital to the success of every organisation. However, fostering this close connection and ensuring understanding amongst a team is one of the great challenges of working life, especially when teams work remotely or have little direct contact.

Collective Brilliance enables people to understand themselves and their colleagues more thoroughly - identifying common ground, shared blind spots, differences in perspective and individual strengths. 4and20Million work with teams of all sizes to ensure that this understanding is overlaid with practical ways to make cognitive diversity a strength rather than a barrier, via communication style, rapport-building and greater mutual consideration.

This learning programme helps teams realise their collective strengths, identify their potential skill gaps, overcome collaboration challenges and create a more supportive and effective team culture.

Collective Brilliance is powered by Lumina Spark, a modern psychometric tool that emphasises growth potential and effective collaboration. With a focus on future development, it combines a 30-page personal portrait, an interactive mobile app and plenty of follow-on material to keep the insight and discussion alive across the team well beyond the initial session.

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COLLECTIVE
BRILLIANCE



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INDIVIDUAL

BOOSTING PERSONAL
PRODUCTIVITY

TECHNIQUES TO MAXIMISE SUSTAINABLE
PRODUCTIVITY

No matter how hard we work, it can feel like we're always racing to keep pace. We work in a whirlwind of relentless demands and never-ending to-do lists.

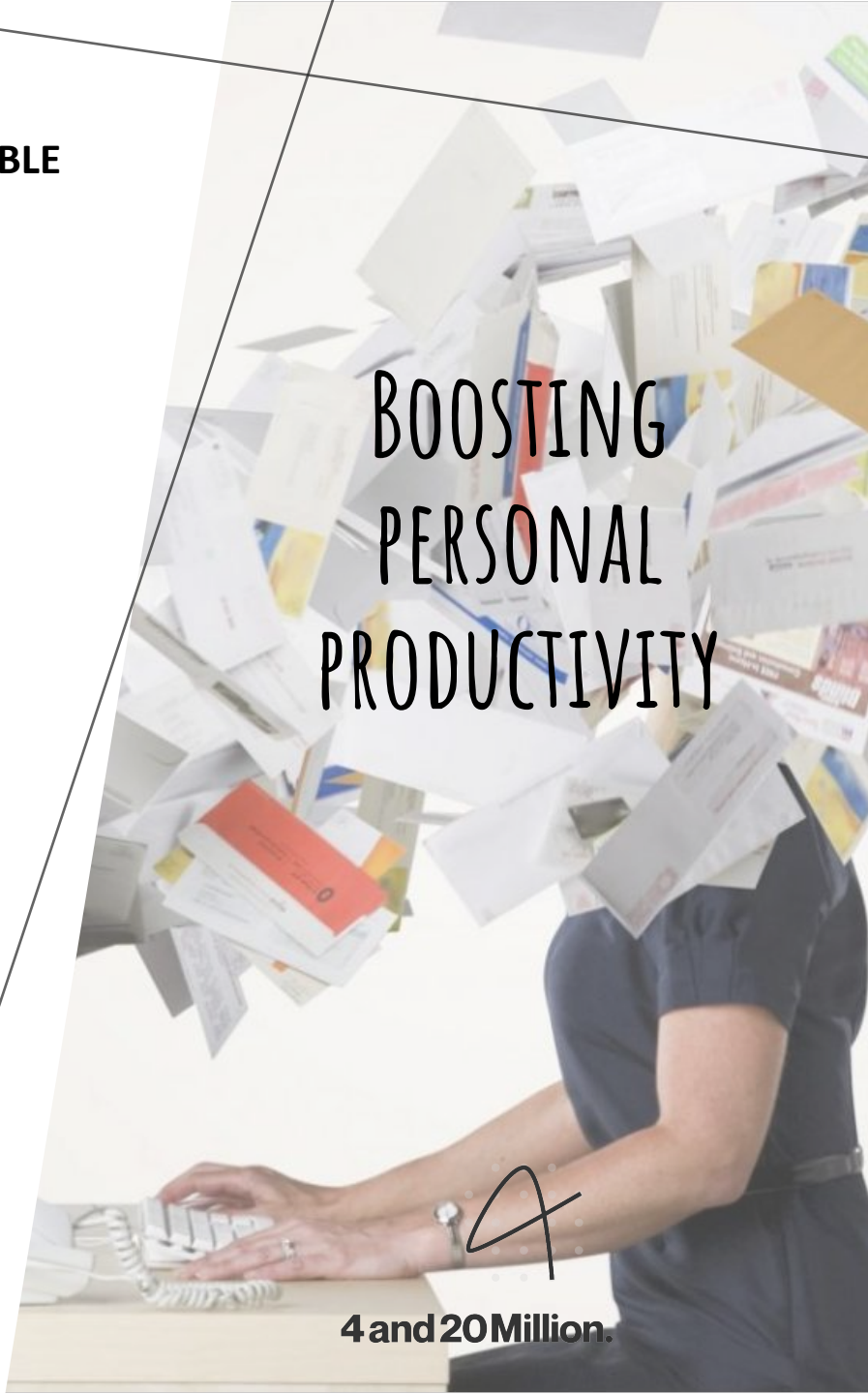
As a result, we see the levels of stress and anxiety across the workforce steadily increasing. Even before COVID, YouGov found that 74% of UK adults felt unable to cope due to workplace stress in a typical year.

Boosting Personal Productivity develops the skills and behaviours we need to thrive in our hyper-connected, fast-paced working world. We examine how it is possible to create high quality work in less time by fending off distraction and encouraging clear, structured planning.

We explore established techniques and skills that will bring more control, calm, clarity and creativity into your daily life. This is about doing your very best work in a sustainable, healthy way.

This course will boost productivity and performance, and provides practical ways of prioritising workloads, structuring the day and managing time and attention when faced with an ever-growing list of competing priorities.

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BOOSTING
PERSONAL
PRODUCTIVITY

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INDIVIDUAL

AVOIDING BURNOUT

CREATE A HEALTHY WORK / LIFE BALANCE

When did you last complete your to-do list? Or get your inbox down to zero?

We might start each day trying to accomplish these goals, but they remain stubbornly incomplete. There is always more to do. And with work being available to us 24/7, it is difficult to know when to stop.

Avoiding Burnout recognises that high performance is not just about increasing productivity and work output. For the sake of both our work and - more importantly - ourselves, we also need good quality rest and downtime, and a meaningful life outside of our work.

This module develops behaviours and habits that prevent people from living in a constant state of overload and stress. In order to reach a place of high-performance, we have to create time to rest and recharge.

Through a range of inspirational sources, 4and20Million guide participants to create purposeful boundaries and meaningful finish lines. This is increasingly important given the prevalence of home working. For the sake of our brains and our health, we need to find ways to disconnect, pause, process and reflect. **Avoiding Burnout** will enable you to do this in a practical and uplifting way.

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AVOIDING BURNOUT



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INDIVIDUAL

COPING WITH CHANGE

**BOLSTERING RESILIENCE, BUILDING
SELF-ESTEEM AND RESPONDING
EFFECTIVELY TO CHALLENGES**

The world can sometimes feel like an uncomfortable place to be. Our roles evolve, our responsibilities expand, managers, clients and colleagues move on and change happens when we least expect it. Organisations are often in a state of disruption, whether planned or entirely unforeseen.

Add to this the five to seven times times we'll get a new job over a typical career, it's clear that one of the most critical skills we can develop is our own personal capacity to cope with change.

Coping with Change draws from neuroscience, philosophy and psychology to provide perspective and practical techniques to help navigate unsettling circumstances. Attendees will leave with a sense of empowerment, enabling them to reinforce their personal resilience and better manage the uncertainties of day-to-day working life.

This course is ideal for anyone dealing with change in the short-term, or wanting to build resilience and adaptability for the future.

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COPING
WITH CHANGE

TIME

FOR

CHANGE

4 and 20 Million.

INDIVIDUAL

COMPELLING
STORYTELLING

CRAFTING GREAT PRESENTATIONS AND COMPELLING NARRATIVES

Crafting and delivering powerful stories is how people persuade, inspire and unite those around them. Without a compelling narrative and great delivery, even the strongest ideas, proposals and appeals can be undervalued or misunderstood.

Whether that's in a client meeting, a cold call, a presentation, networking session, video conference, internal meeting or a major pitch - the ability to find and articulate a persuasive story is an invaluable skill.

This training harnesses insight from psychology and neuroscience to ensure participants can create a narrative that connects with an audience in a meaningful way.

Compelling Storytelling covers the principles of crafting a narrative to engage audiences, ensuring they feel inspired and energised. We instill belief in the words you are saying and a clarity of message, with the focus always on the audience experience.

The outcome is more compelling narratives, a more confident and coherent articulation of your offer and better engagement with your existing and prospective clients.

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COMPELLING
STORYTELLING

A
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INDIVIDUAL

PRESENTING WITH
CONFIDENCE

**PUBLIC SPEAKING AND PRESENTING WITH
AUTHENTIC CONFIDENCE**

For some of us, the fear of speaking in public can be debilitating.

Whether it's an internal meeting, a large speaking event, in front of a few or a thousand. Whether you're a seasoned speaker or a nervous communicator, we can all hone our public speaking to engage and captivate our audience.

This module examines how to communicate with passion and energy. We share practical tips that nudge your brain into a positive, excited mindset to overcome nerves, and discuss techniques to get the most from your delivery.

By creating a safe and supportive environment, **Presenting with Confidence** provides the perfect opportunity to experiment with different techniques, helping you find and showcase the power of your natural delivery style.

The objective is to ensure that public speaking - in whichever environment you operate - becomes an enjoyable, memorable experience for all.

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PRESENTING WITH
CONFIDENCE



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EMERGING
LEADERS

FROM BOSS TO COACH

MANAGING OTHERS: FOSTERING PSYCHOLOGICAL SAFETY

Much of what we might think of as leadership is often rooted in control and hierarchy. Whilst there might be a place for this in certain scenarios, it cannot be the only leadership tool in your armoury.

Getting the best from a team requires more than simply dictating work or having the most knowledge.

To enable others to do their best work, the best leaders coach, nurture and inspire their people. This relationship isn't forged overnight, but it's what sets great teams and leaders apart and is essential for great collective performance.

From Boss to Coach explores how you can create a culture of great performance and how to enable others without micromanaging.

By fostering psychological safety, creating effective communication and exploring how to effectively manage your reactions, *From Boss to Coach* is a game-changing module for those with leadership aspirations.

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FROM BOSS
TO COACH

LIKE
A
BOSS



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EMERGING
LEADERS

ENABLING HIGH
PERFORMANCE

LEADING TEAM CULTURE & DELIVERING
EFFECTIVE FEEDBACK

Your approach, attitude and demeanour are all highly contagious. Just sitting next to someone in a bad mood has been shown to limit performance! How you approach your day sets the tone and the standards for the people around you, especially those you manage.

One of the most critical ways in which we can influence the performance of others is through our ability - or inability - to provide effective feedback. Our natural aversion to the phrase '*Can I give you some feedback?*' often prevents effective communication and hinders performance and progress.

However, well-delivered feedback can be the spark that elevates performance, enables people to overcome blind spots and reduces barriers to personal and professional growth. It should be the tonic we all crave!

Enabling High Performance explores how to positively influence those around you through your behavioural cues and effective feedback - a must for managers and team leaders!

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ENABLING HIGH
PERFORMANCE



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EMERGING
LEADERS

UTILISING EMOTIONAL INTELLIGENCE

ADAPTING OUR PERSONAL RESPONSE TO DIFFERENT CHALLENGES

Combining an in-depth personal profile with a collaborative half-day group development session, **Utilising Emotional Intelligence** explores the impact of a range of key traits on personality and behaviour. This includes our relationship with stress, our social energy, how emotion affects our decision making, our self-perception and internal monologue.

By exploring these aspects of our personality - and importantly seeing ourselves in contrast to others - we are able to better understand the 'why' behind behaviour, and appreciate where and how we may need to adapt to benefit both ourselves and our relationships with others. You'll come away understanding your own motivations, triggers and behaviours in a new light, with a clear model for creating personal development goals as a result. You'll also gain insight into how our emotions, behaviours and decisions interact, a hugely valuable asset when working with others.

Particularly suitable for team leaders, this course amplifies your capacity to understand yourself and enables a deeper connection with your team through better understanding of others.

Utilising Emotional Intelligence is powered by Lumina Spark, a modern psychometric tool that emphasises personal strengths, growth potential and effective co-working.

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UTILISING EMOTIONAL INTELLIGENCE

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Deloitte.

“Insightful, practical and hugely enjoyable, **4and20Million** have had a galvanising effect on our team's productivity, instilling a healthy, high-performance approach towards how we work.”

REPUBLIC OF MEDIA

“In 20 years in the industry, I can't think of a more useful 2 hours of training I've had. Even our most experienced staff members learnt more about themselves and how to better understand their colleagues.”



“Immensely valuable and insightful. I wouldn't hesitate in recommending to other companies that **engaging with 4and20Million** creates a really positive outcome on the effectiveness of their people.”



“The team at 4and20Million provided the **best presentation and storytelling training I have ever experienced**. I wholeheartedly recommend them to train your team. It is an investment you will not regret.”



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sky | MEDIA

BDO

KPMG

Heathrow
Making every journey better

The Growth Company

brother.
at your side

News UK



To discuss a course package that's right for you, please contact Alex or Dan through the details below.

We're always more than happy to talk through the content, answer any questions and see how we can create **lasting, positive impact** for your team.

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