



HOW THE “RELATIONSHIP POOL” CAN HELP YOU BUILD HIGH PERFORMING SCHOOLS

*Learn How Educators Across The Nation Are Diving Into The Deep End
To Increase Attendance, Improve Teacher Satisfaction
And Reduce Discipline Referrals.*

SPECIAL PRESENTER

DR. CHRIS WHITE

HOW THE “RELATIONSHIP POOL” CAN HELP YOU BUILD HIGH PERFORMING SCHOOLS



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1 There are _____ seconds in a day.

2 Behaviors that fall in the shallow end of the Relationship Pool:

- ☐ Quick Impression
- ☐ Contagious Energy
- ☐ Comfort with Friends and Strangers
- ☐ Personal Magnetism
- ☐ Group Presence
- ☐ Ability to Light Up a Room

3 Behaviors that fall into the deep end of the Relationship Pool:

- ☐ Being Encouraging
- ☐ Taking Conversations Deeper
- ☐ Having Warmth
- ☐ Being Appropriately Affectionate
- ☐ Deep Emotional Connections
- ☐ Celebrating
- ☐ Being Transparent

4 What are some of the strengths of the shallow end of the Relationship Pool?

5 What are some of the challenges of the shallow end?

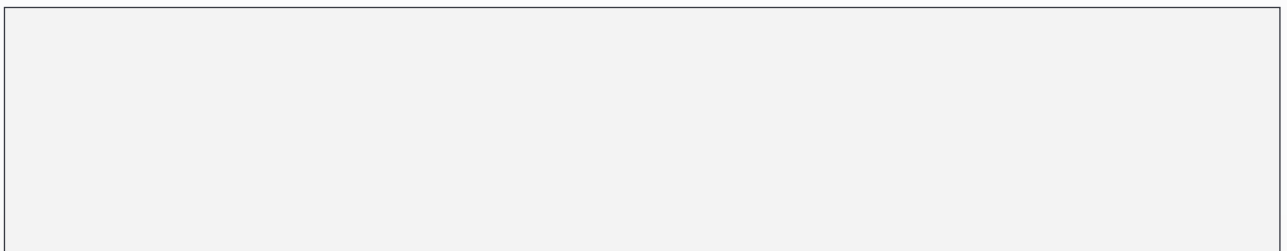
6 What are some of the strengths of the deep end of the Relationship Pool?

7 What are some of the challenges of the deep end?

8 How would it benefit me to improve on the shallow end of the Relationship Pool?

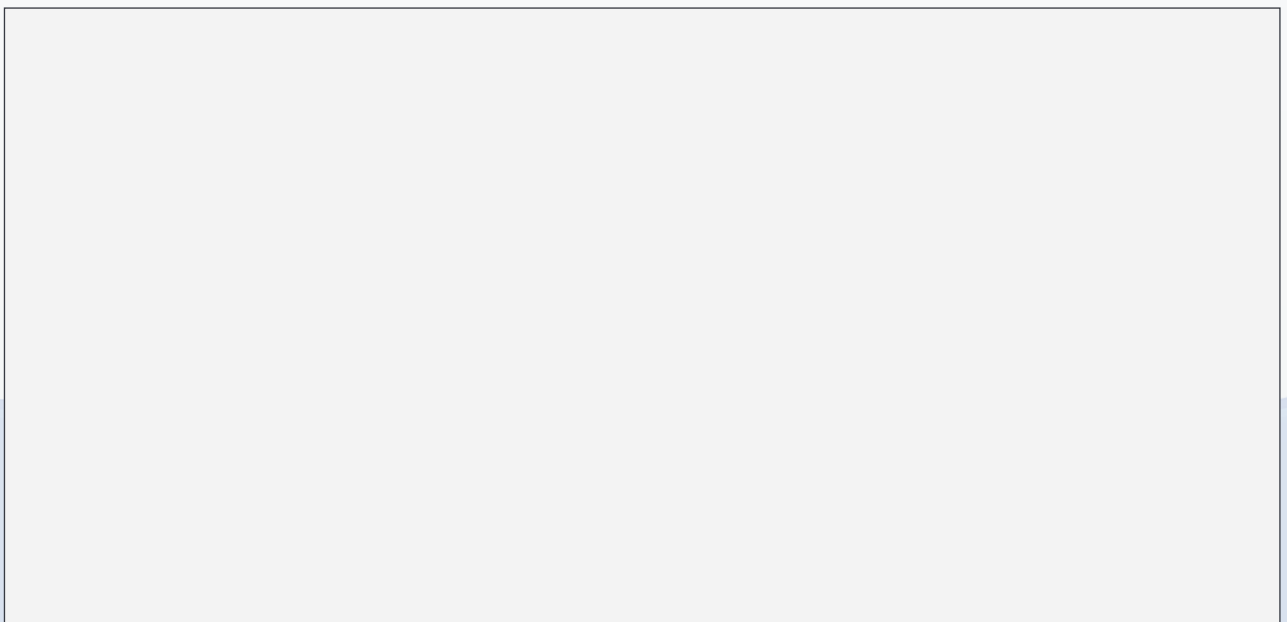


9 How would it benefit me to improve on the deep end of the Relationship Pool?



10 What are the 4 concrete steps to improve in the Shallow End?

- 1) Work on your first 30 seconds.
- 2) Be more demonstrative.
- 3) Don't fight the spotlight.
- 4) Introduce yourself first.



11 3 steps to increase connections with your students, colleagues, and family:

- 1) Give more and deeper compliments.
- 2) Give someone some of your time.
- 3) Avoid nullifying nurturing with criticality.

12 Check the statement that best represents you.

☐ I need to improve in the shallow end.

☐ I need to improve in the deep end.

13 List 3 actions you can intentionally do to improve in the Relationship Pool.

FOR FURTHER REFLECTION

Please take time to reflect on the following questions.
Write your responses in the blank area.

14 How would I rate myself on a scale of 1 to 10, on the impression I make in the first 30 seconds? Is there someone who can give me feedback about this?

15 How often have people told me I am hard to read?

- | | |
|------------------------|-------------------------|
| A) Almost Never | C) Often |
| B) Sometimes | D) Almost Always |

If I selected B, C, or D, what are some behaviors I can intentionally work on to improve transparency?

16 To what degree do I avoid the spotlight?

- | | |
|---------------------|-------------------------|
| A) Never | C) Often |
| B) Sometimes | D) Almost Always |

If I selected B, C, or D, why is this the case? What could I do to combat this tendency?

17 How often do I give quick/surface compliments?

- A)** Almost Never **C)** Often
B) Sometimes **D)** Almost Always

If I selected B, C, or D, why is this the case? What could I do to combat this tendency?

18 How often do I give deeper compliments?

- A)** Almost Never **C)** Often
B) Sometimes **D)** Almost Always

19 Who is someone I need to take the initiative to reach out to and spend some time with?

MEET YOUR SPECIAL PRESENTERS



Dr. Chris White

Director of Coaching and Development

With the unique combination of a Ph.D. in statistics and a heavy dose of personality and humor, Dr. White has the uncanny ability to make the complex simple and to teach and explain with contagious enthusiasm. This ability helped propel *The Flip Side*, a book he co-authored, to the *New York Times* best-seller list.

In over a decade at the Flippen Group, Chris has worked with some of the most influential people and organizations across the globe, including college and professional teams such as the New York Yankees and Dallas Cowboys, Fortune 500 executives, and leading educators. As Director of Coaching and Development, he directs the company's personal growth efforts and was instrumental in the company's launch of a scientific model to facilitate development of professional athletes.

Chris' energy, creativity, and desire to excel are defining strengths. His innovative thinking propels him to never settle for the status quo, which is particularly evident in his work on increasing performance and fulfillment, determining what holds individuals and teams back, identifying root causes of conflict and miscommunication, and giving/receiving feedback more effectively.

When not working, Chris enjoys time with his family, playing sports, reading, and community service. He resides in Texas with his wife Jennifer, daughters Harper and Berkley, and sons Hudson and Braxton.

ABOUT FLIPPEN GROUP

Flippen Group was founded in 1990 by internationally known educator, *New York Times* best-selling author, psychotherapist, executive coach, and leadership expert, Flip Flippen. We are one of the largest educator training companies and fastest-growing leadership development organizations in North America, with offices throughout the United States and in India.

Each year thousands of educators and business leaders attend Flippen Group “hands-on” trainings and hundreds of thousands of people are challenged and inspired by our keynote presentations. On any given school day, Flippen education curricula and processes touch the lives of more than one million students in districts nationwide.

Clients include Fortune 100 companies, small businesses, professional athletes, major sports franchises, governmental agencies, non-profit organizations, colleges, and school districts of every size and description.

Flippen Group employs professionals across the nation. All Flippen executive coaches and training personnel come from backgrounds that enhance the delivery and value of the training experience. The education training staff members are former educators, administrators, and teachers who implemented our processes firsthand in their own campus or classroom settings. The team understands the importance of a quality education, the value of a positive learning environment, and the significance of preparing the next generation for the world of work. Our processes and trainings create a positive working environment and build cohesive team dynamics, the result being increases in productivity and retention.

Flippen Group has been highlighted on both local and national media outlets, including *The Today Show*, the *Super Bowl Pre-Game Show*, and Speed Channel's 24/7, among others.



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APPENDIX A: CITATIONS

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