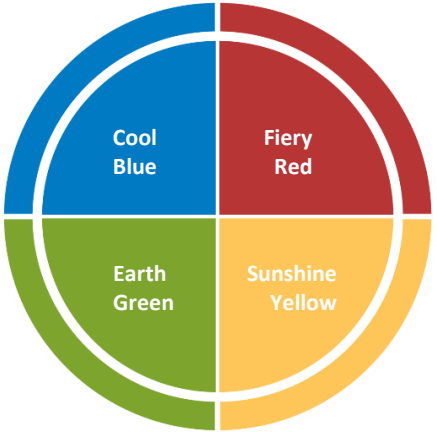
Unlock the Power of Your People with Insights Discovery®

Connolly Developments will help you transform your leaders, improve team effectiveness and drive better performance

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What is Insights Discovery®

- Insights Discovery® is a globally trusted psychometric tool that helps individuals and teams better understand themselves and others, building stronger connections and effective working relationships.
- By improving communication and collaboration, it helps organisations get the best from their people, driving greater engagement and performance.
- Built around a simple yet powerful four-colour model that's easy to apply:
  - **Fiery Red** – Bold, direct and action-oriented
  - **Sunshine Yellow** – Energetic, sociable and enthusiastic
  - **Earth Green** – Supportive, caring and people-focused
  - **Cool Blue** – Analytical, structured and detail-focused



- The model helps people recognise their strengths, appreciate different perspectives and adapt how they communicate and work with others.

Why choose Insights Discovery®

CONNOLLY DEVELOPMENTS
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Whether you're leading a team, strengthening collaboration, or building a high-performance culture, Insights Discovery® delivers measurable impact:



Connects teams
Builds trust, improves communication, and strengthens collaboration.

→ Insights Discovery® Team Effectiveness
Team coaching



Develops leaders
Equips leaders to inspire, motivate, and engage with authenticity.

→ Insights Discovery® Leadership Effectiveness
Leadership coaching



Enables performance
Helps individuals to navigate conflict and change, unlocking their full potential.

→ Insights Discovery® Personal Effectiveness
Individual coaching



Builds cultures
Fosters an open, inclusive environment that values every individual.

→ Insights Discovery® Sales and Influencing Effectiveness
Individual coaching

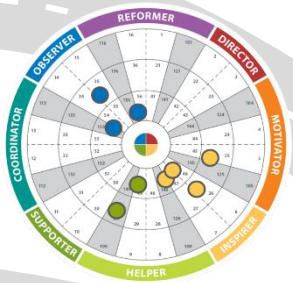
Learning journeys

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Culture, community and connections

Team Effectiveness

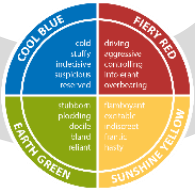
Help teams identify where they are strongest and weakest and allow them, as a group, to define where they perceive their development areas to be. The positive, respectful language of colour helps teams connect, support each other and build a more collaborative team culture



Develop and engage talent

Personal Effectiveness

The Insights Discovery model and profile will help your people understand their own and others' preferences and take simple practical actions that improve their everyday relationships.



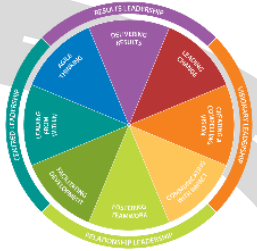
Influencing and winning stakeholders and customers

Sales and Influencing Effectiveness

Adapting colour energy preferences to effectively influence different stakeholders and customers using the six steps of sales and influencing effectiveness. Flexible training - these steps can be mapped to internal sales processes and methodology.



Leading by example



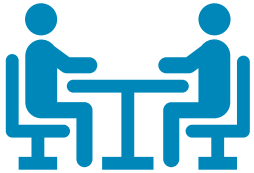
Leadership Effectiveness

The Transformational Leadership Profile explores eight dimensions of successful leadership. With this profile, leaders will better understand their unique strengths and challenges, based on their personal preferences. The result? Lead through change and uncertainty with confidence, communicating with impact, whilst engaging teams effectively to meet objectives.

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How we work with you

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Plan

- We'll understand your business and priorities.
- We agree what success looks like and the outcomes you want to achieve.
- We create tailored solutions and work collaboratively with you to refine and finalise the approach.



Profile

- Participants will complete the Insights Discovery evaluator before the workshop, full instructions will be provided.
- A hard copy of the profile will be provided on the day and a digital copy will be made available.



Learning

- We deliver engaging, interactive learning experiences, in person or virtually.
- We encourage reflection, discussion and practical application.
- We help people build the confidence and skills to make a difference.



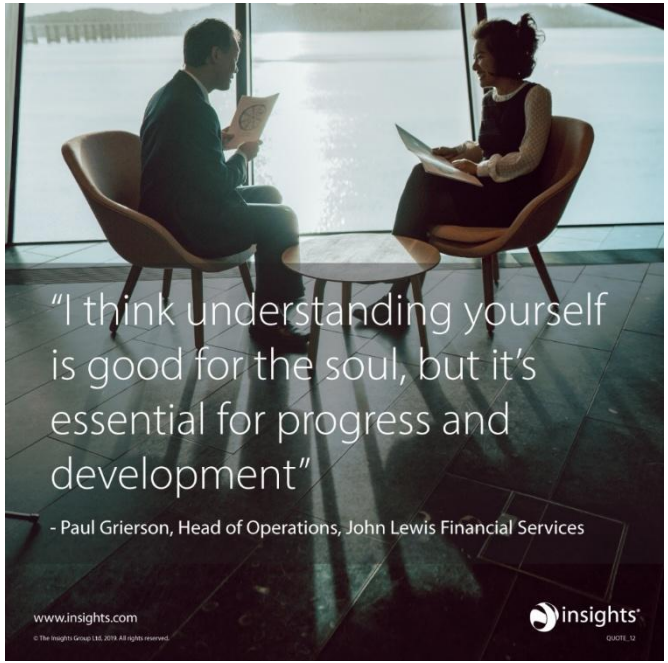
Embed

- We provide practical tools and resources to support continued development.
- We encourage participants to apply their learning in everyday situations.
- We offer ongoing support to help turn learning into lasting change.

We believe learning should make a lasting difference. That's why we work closely with you from understanding your needs through to helping people put their learning into practice.

What people say about Insights Discovery®

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We want to ***create*** a world where ***people*** truly understand themselves and others, and are ***inspired*** to make a ***positive*** difference in everything they do.

Get in touch and start your Insights Discovery® journey today – alison@connolly-developments.co.uk