



# THE SECRETS OF IMPROV

a **DOUBLE EAGLE PROCESS**  
Endeavor

# CONTENTS

2 | CONTENTS

3 | TRAINING

4 | OUTCOMES

5 | DOUBLE EAGLE PACKAGES

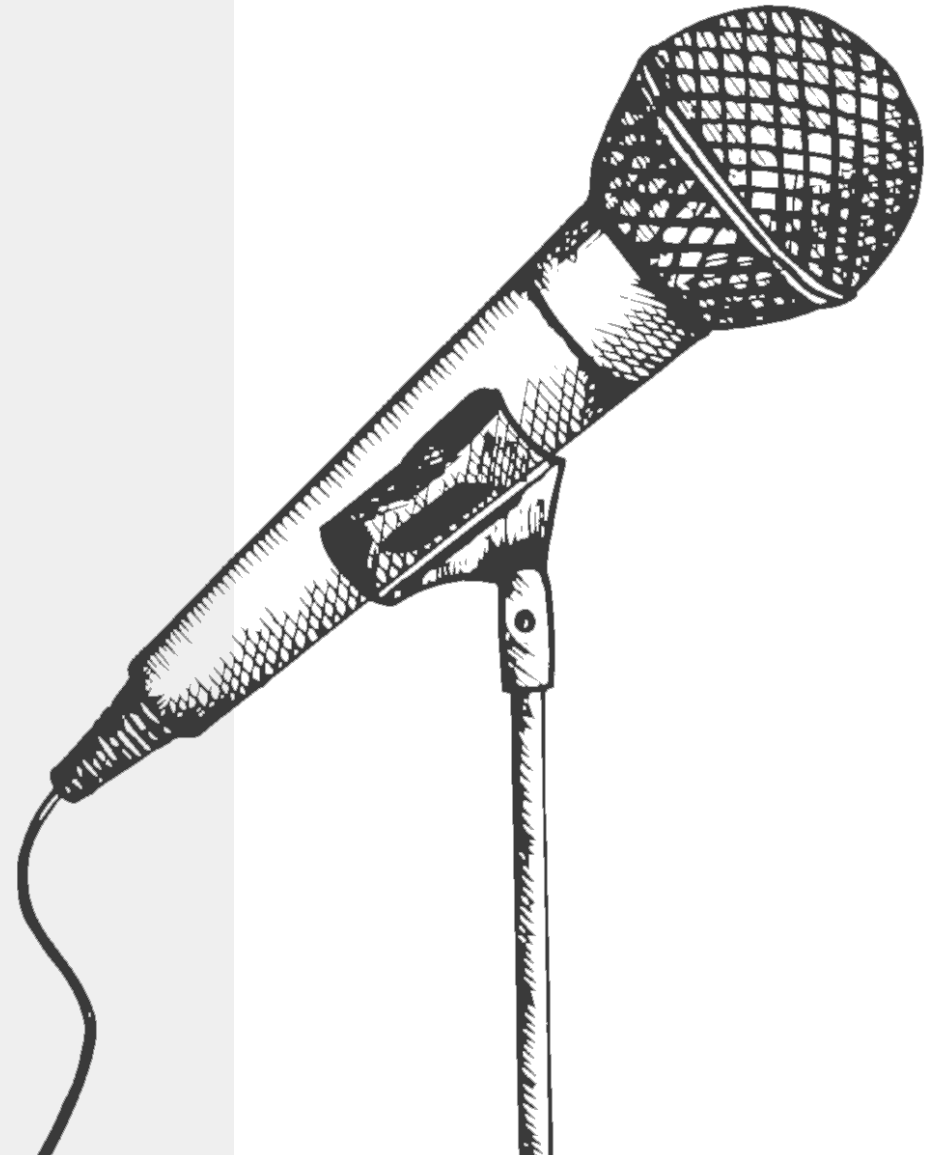
HALF DAY PROGRAM

ALL THE WORLD'S A STAGE

BACKSTAGE PASS

9 | OUR EXPERTS

10 | CONTACT



# TRAINING

A dimly lit theater with rows of red seats and a wooden stage. The seats are arranged in a semi-circle, and the stage is visible in the background. The lighting is low, creating a focused and intimate atmosphere.

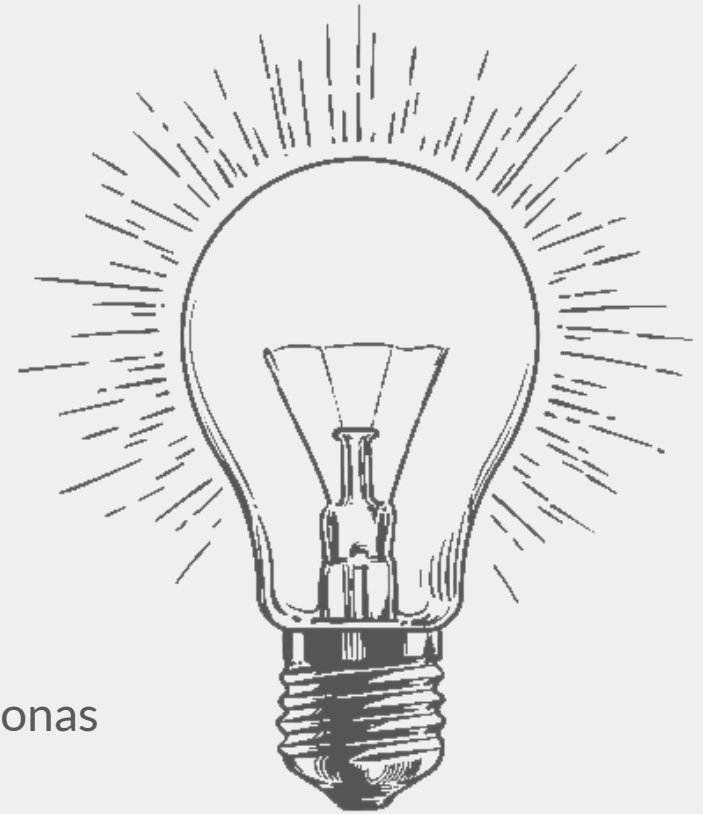
The **Double Eagle Process Team** excels in the techniques of consultative selling, operational excellence, credit, compliance, financial literacy and fundraising.

The solicitation training is a simulated real-life sales scenario in which trainees receive information about their prospect prior to meeting, and practice consultative selling skills. The prospect is played by a trained professional actor with business savvy.

We provide on-site feedback as well as a written follow-up assessment with customized advice. Through ongoing mentorship and support, we reinforce long term retention and capacity.

# OUTCOMES

- Facilitate change
- Influence
- Improve communication
- Improve internal & external customer focus
- Break down silos
- Show how to create and use your customer personas
- Use improv throughout the sales process
- Learn how you can apply The Lean Six Sigma Process
- Understand how **IMPROV** is Design Thinking



*Your team will also hone an active, positive, can-do attitude in everything they do.*

# DOUBLE EAGLE PACKAGES

## HALF DAY PROGRAM

CUSTOMIZED PROGRAM | UP TO 25 PARTICIPANTS

- How to facilitate change initiatives with words and actions
- Learn how to listen to and appreciate the voice of the customer
- Harmonize vision and mission with real action
- How to actively listen, be seen and heard
- Learn mindfulness

Isaac Rodriguez demonstrates the principles of improvisation as they apply to business and hands it over to the master, Scotty Watson; one of the top improvisation teachers in America. You get the benefit of having two subject matter experts showing you the fundamentals.

A background image showing three people on a stage. On the left, a man in a blue t-shirt is gesturing with his hands. In the center, a man in a white t-shirt and glasses is also gesturing. On the right, a woman in a pink top is looking towards the center. They appear to be in the middle of an improv performance.

# DOUBLE EAGLE PACKAGES

## ALL THE WORLD'S A STAGE

45 MINUTE SHOW | 30 MINUTE TALK-BACK OR ROUND TABLE DISCUSSION

Enjoy a fun, educational, in-house or off-site employee engagement event. Creative and unique, this event is suitable for customers, prospects and referral partners. Three expert improvisers perform a 30-45 minute performance, taking suggestions and creating scenes on the spot.

### OUTCOMES

- Improved communication skills
- Demonstrates staff appreciation
- Fosters camaraderie
- Creates content for social media
- Shows learning can be FUN!
- Making active and positive decisions with conviction
- Inspire a culture of creative problem solving
- Builds stronger teams
- Informal setting brings management and staff closer



# DOUBLE EAGLE PACKAGES

## BACKSTAGE PASS

1 FULL DAY IN THEATRE | INCLUDES VIDEO CREW & EDITING

**Live-from-NY event and video!** Content is king. You need more video on your website! Expert improvisers use SEO key-words & phrases relevant to your company to create comedy routines.

## OUTCOMES

- *Live-From-NY* style videos
- Targeted content for Public Relations and social media for your video campaigns
- Live event in a theatre setting perfect for employees, leadership, prospects and clients that creates a unique, memorable experience
- Same successful live-to-tape formula as *Who's Line Is It Anyway* and SCTV

# OUR EXPERTS



## ISAAC RODRIGUEZ

A reformed banker, world renowned business consultant and solo-preneur, Isaac was formerly CEO of a 125-year-old not-for-profit consumer finance company started by J.P. Morgan & Cornelius Vanderbilt II.



## SCOTT WATSON

Considered one of the 10 best improv teachers in America by industry magazines, Scotty teaches around the world. His distinguished client list includes companies such as the Ford Motor Company, M&M-Mars Candy & AMEX.



# SIGN UP TODAY!

DOUBLE EAGLE PROCESS  
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