

# Facilitator on Fire

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**Kay Coughlin, Chief Facilitator, FacilitatorOnFire.net**

## *Talk Summary*

**Title: Take Control of Your Time with Very Important Purpose (VIP) Listening™ - Turn Team Members into Powerful and Fast Problem-Solvers**

**Speaker: Kay Coughlin, Chief Facilitator and CEO of Facilitator on Fire, is on a mission to help teams become higher-performing and happier - and abolish frustrating meeting patterns!**

**Talk Description:** Are you tired of having the same kind of unproductive conversation over and over again, listening to team members talk about a problem, complain about consequences and a lack of accountability, but never actually solve anything? Do you feel like almost every meeting you attend leaves you with a sour feeling in your gut? Join Kay Coughlin and discover a simple, quick, yet powerful technique to get the most out of meetings and turn team members into problem-solving dynamos!

In this session you'll learn:

- How to design a conversation that gets team members to focus on the problem and possible solutions, instead of just venting.
- The exact sequence of 3 questions anyone can use to uncover the real obstacles getting in the way of their success, typically in less than 15 minutes.
- The secret to helping team members motivate themselves by shifting the burden of problem-solving onto their shoulders - and off of yours!
- And most important, the framework to have productive, empowering conversations whenever you want.



As a leader - at any age or any level, personal or professional - you already know it is a disservice to let your team members wallow in a problem without helping them moving forward. You can learn the VIP Listening technique so you don't have to waste another day in unproductive, frustrating meetings!

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## For Host to Introduce Kay Coughlin

If you lead a team - or if you lead managers who have teams - you'll love hearing from our next speaker! Kay Coughlin, CEO and Chief Facilitator of Facilitator On Fire, is on a mission to help teams become higher-performing and happier - and abolish frustrating team patterns and behaviors!

Kay helps business teams have incredibly productive listening and planning experiences. She also teaches women and men like you and me to listen like the leaders we are. Whatever your age, job, or responsibilities, you can lead by listening. And, you can make sure your team achieves their potential by following through on the plans you create!

If you want to get the most out of meetings and convert team members from "venters" into problem-solving pros, you are in the right place. Kay is here to teach us how to use her Very Important Purpose Listening™, or VIP Listening™, technique, and we'll be able to put it to use immediately.

Welcome Kay Coughlin!

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## Bio for print

Kay Coughlin is CEO and Chief Facilitator of Facilitator on Fire. Kay has helped businesses of all sizes overcome roadblocks that get in the way of success, growth, and alignment. The one thing that all of Kay's clients have in common is this: after working with her, they all say, "I felt heard. You made it possible for us to really hear each other. And, we know how we can take action now."

Facilitator on Fire is highly focused on making sure their work with individuals and teams results in higher performance and greater happiness, by identifying purpose, setting expectations and ensuring accountability. Their main product is clarity, which is delivered through incredibly productive listening and planning experiences.

Kay honed her skills as a team facilitator and creator of action and alignment in the high-stakes world of non-profit management and major gift fundraising. She was recognized on a national level for her innovative work in the field of donor relations, which is the non-profit equivalent of customer service. When she founded Facilitator on Fire, she quickly realized all types of businesses and their teams deserve the chance to identify and overcome behaviors and patterns that keep them from moving forward.

To stay in touch with Kay and subscribe to the TEAMS THAT WORK BETTER resource, visit [FacilitatorOnFire.net](http://FacilitatorOnFire.net).