

NATURALLY

Handle Resistance Naturally

Your team builds the resistance management plan for a real change and starts using it the same day.

"Change keeps stalling out."

"Our teams work in silos."

WHO IT IS FOR

LEVEL

Mid-level leaders, Frontline leaders,
Intact teams, All employees

GROUP SIZE

Any group size

TIME

Anywhere from 60 minutes to 2
days

FORMAT

In person · Virtual

LANGUAGES

English · Spanish

BUSINESS OUTCOME

Change adoption, Collaboration

WHAT HAPPENS

Participants name the hardest resistance they have faced, then learn to read it through four lenses: process unclear, relationship threatened, vision missing, speed wrong.

Using the Naturally colors, they draft the one sentence they will actually say to the person resisting, and pressure-test it in pairs.

The plan for the live change gets written in the room.

WHAT CHANGES

- Resistance reads as information instead of defiance
- Leaders acknowledge before they argue
- Projects land on time because the pushback was planned for
- Relationships hold through the change

HOW WE MEASURE

The team leaves with a written action plan, each item tied to a name and a date. Thirty days later we check which items moved and report that back to the sponsor.

HOW IT FITS WHAT YOU HAVE

Attaches to a named change initiative. The plan built in the room becomes the change team's working document. Choose the standalone Handle Resistance when the team has not taken the Naturally assessment.

INVESTMENT

\$25,000

Per bundle · same number in USD, CAD and EUR

Part of the Naturally bundle of three. Also runs as the afternoon block inside Lead the Endurance.

Formats: anywhere from 60 minutes to 2 days, for any group size. One Facilitator day covers everything up to a full day at the investment shown; a second day adds \$10,000.

WHAT IT INCLUDES

- Naturally assessment for every Participant
- Three Naturally experiences
- Handle Resistance quick-reference card

PROOF

\$4 million a year in saved sales

Freedom Mobile (then WIND Mobile): reps handling cancellation resistance moved the save rate from 47% to 86%, worth \$86,000 a week

Schedule a 20-minute walkthrough

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