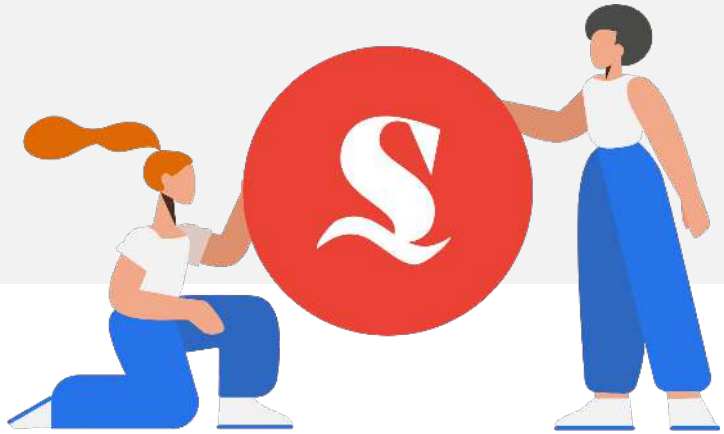
Team Sterka

Build commercial confidence across your business

Driving growth by transforming how you work with clients



Still relying on your senior team to lead clients, deal with tricky client situations and upsell work?

Put your team on our programme so they all become client super-stars and you increase revenue up to 35%.



Happier clients, smoother delivery

Your team learns to influence, persuade and lead, getting work signed off faster and making clients feel looked after.



Less firefighting for senior leaders

Everyone can now handle tricky clients and difficult conversations, without having to call in the big guns.



Stronger team bonds and better retention

Teams grow together through shared learning and development, building connection and loyalty along the way.

“We were in a big pitch. It was going really badly. The client was challenging everything.

I started using the techniques we’d learnt. Within minutes, the client was on our side.

We won the pitch.”

See video testimonials, success stories, reviews and more >>

A curriculum for client-facing teams

1. Inspiring & influencing

Use our FABRIC framework to shape how clients see you and your ideas. Influence decisions at every level, regardless of your seniority.

(3 x 1hr workshops)

2. Difficult conversations

Apply our PLEASE framework to quickly resolve conflict and protect client relationships. Turn difficult moments into stronger partnerships.

(2 x 1hr workshops)

3. Long-lasting relationships

Follow our MASTER framework to recognise different communication styles, adapt your behaviour and build valuable client partnerships.

(4 x 1hr workshops)

4. Really successful meetings

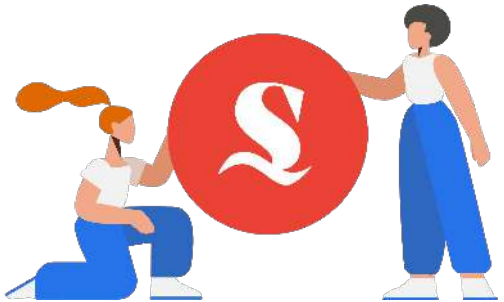
Use our READY framework so clients are emotionally committed to your meetings. Run meetings that drive outcomes which everyone buys into.

(2 x 1hr workshops)

5. Amazing presentations

Follow our RRR-SSS framework to land your key messages, hold attention and move clients towards the outcome you want.

(2 x 1hr workshops)



People Skills as a Service® programme



1. Short workshops

A 1hr interactive session every 2 weeks, for your entire team. Focus on one skill per workshop, with lots of practice and group work.



2. Leadership coaching

One-to-one monthly coaching sessions for your senior team. Learn about yourself, view challenges in new ways and lead by example.



3. Embedding skills

Building momentum with accountability, access to learning resources, and regular conversations about what everyone's learning.

People Skills as a Service® programme

Who should enrol on the programme?
Anyone in your business who interacts with clients - business leaders, delivery teams, account managers, sales people etc. Team members who aren't client-facing also enrol to improve their internal comms.

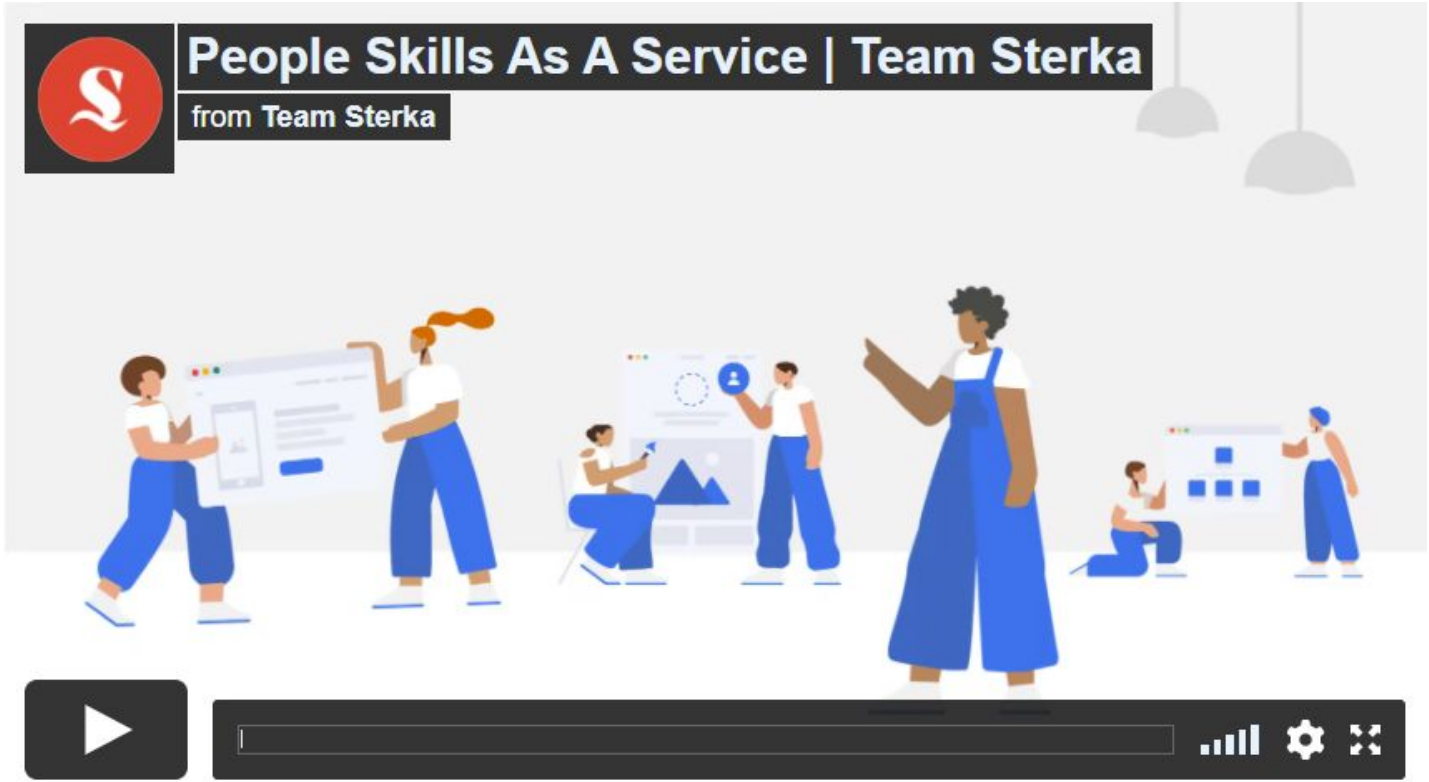
What are we committing to?
The programme runs for 6 months, with a time commitment of just 2–3 hours per month per person. It's fully flexible - you can swap participants or pause or leave the programme whenever needed.

How do you track programme success?
We track confidence against key learning outcomes. On average, there's a 47% skills improvement and we work with you to embed the learnings across your business for long-lasting change.

How do you keep people engaged?
We post workshop recordings & summaries, challenges and competitions in Teams & Slack. Everyone joins a working group for support and accountability - and to help catch up if a session is missed.

For businesses where everyone is always flat out. Low time commitment but high impact.

Watch Alex's journey through our programme



We've written the book on it

Our book Human-Powered became an Amazon bestseller within a week of being published.

85% of job success comes from how well people solve problems together, handle conflict and inspire others.

Get this right and you build high-performing teams. Get it wrong and people switch off, disconnect from each other - and leave.



Your investment

Public programme *Start date:* *29 June 2027*	**5-9 people** £129 per person per month	**10-19 people** £109 per person per month	**20-29 people** £99 per person per month
Private programme *Flexible start*	**30-44 people** £129 per person per month	**45-59 people** £109 per person per month	**60-89 people** £99 per person per month

Pricing is for the 6-month programme duration and is subject to VAT.
You'll pay monthly by Direct Debit and can pause or leave any time.

Do you have to manage expectations, resolve differences of opinion and avoid non- billable time?

Join us for a free Zoom workshop, ‘Active listening for win-win outcomes with clients’.

During our interactive workshop you’ll learn to:

- Use lots of different active listening techniques
- Stand up for yourself and say “No” to clients
- Reduce tension with clients and increase your likeability
- Achieve win-win outcomes that your clients buy into

Request your invite to our free workshop

Topic: Making a great first impression with clients

Attending: Senior agency/consultancy folk (so you'll be in good company)

When: Choose from one of (UK time):

- Wed 10th March 1:00-2:15pm
- Fri 12th March 9:00-10:15am

How to request your invite:

Visit https://sterka.team/taster and fill in the short form

- or -

Email trenton@sterka.team to tell us:
(a) which session you'd like to attend; and (b) if any colleagues are joining.