

# improving **Performance** increases your **Bottom Line**



## 15 WAYS TO IMPROVE TEAM PERFORMANCE

### 5 KEY WORDS

That tap into an individual's psyche

### 4 STAGES OF TEAM DEVELOPMENT

Why communications fail and ways to adapt your message to suit your team

### 3 STAGES OF PERSONAL MOTIVATION

What to look out for in yourself and others

### 2 POWERFUL QUESTIONS

That lets you understand what makes your staff tick

### 1 MAIN REASON

Why Goal Setting doesn't work and what to do about it

## 15 REASONS TO SAY YES!

## MOTIVATION & COMMUNICATION PRINCIPLES THAT WILL IMPROVE YOUR PERFORMANCE

Modern Management & Leadership is all about communication psychology, be it in the verbal or written format. That means to keep our teams motivated and performing well, we have to be smart, we have to understand them and what motivates them.

In this respect, every business can learn from the Sports arena when it comes to personal and team motivation – nowhere else has so much time, effort and money been spent on finding out what motivates us to perform.

Now your management team can uncover this knowledge, implement its findings and benefit from these essential motivational principles.

So, why not give your Management Team (and your performance) a REAL Boost at your next meeting – in just 2 – 2<sup>1/2</sup> hours, empower them with the skills used in motivating the world's top athlete's by their mentors and coaches.

Presented by Brian McGowan, a trainer & coach who has over 17 years experience in the Training and Personal Development market in the UK and prior to this over 10 years experience in the Sales and Marketing arena. He holds a Diploma in Sports Psychology and is a member of the International Institute of Sports Psychology. He is also a qualified Master Hypnotist and an NLP Practitioner.

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## WHY OUR CUSTOMERS CHOOSE US

*With over 17 years experience in the Training & Development arena, these are the principle reasons our customers buy from us.*

*How many of these reasons feature on your list of factors that you look for when you are selecting a training partner to deal with?*

<b>Price</b>	<i>Very few businesses buy training on the basis of lowest price, they look for the <b>BEST</b> value for their money. Our competitive rates provide this.</i>
<b>Quality</b>	<i>We are unflinching in our attitude towards the best quality training across all our courses. Backed by our no quibble Guarantee</i>
<b>Experience</b>	<i>We have been in existence for over 17 years delivering training &amp; development solutions across many industry sectors.</i>
<b>Adaptable &amp; Flexible</b>	<i>Where “off the shelf” courses are not suitable – tailoring and bespoke solutions are available, meaning we adapt to suit <b>YOUR</b> needs – not the other way round.</i>
<b>Service</b>	<i>Our commitment to your satisfaction does not end when your course is delivered. We are on hand whenever you need us to answer questions or solve any problems that you may have implementing the knowledge gained on our courses.</i>
<b>Attention to Detail</b>	<i>We understand that it’s the little things in life that can make all the difference and while we can’t promise you chocolate’s on your pillow at night – we can promise that our courses fulfil their learning objectives through the use of detailed <b>Personal Action Plans</b> provided for each delegate during the training</i>
<b>Philosophy</b>	<i>We put our customers first. We care. We want to see you putting your new found <b>knowledge@work</b>.</i>

