



## Competing for the Future

TOOLS FOR DEVELOPING YOUR TEAM TO BECOME WORLD CLASS PERFORMERS

### DESCRIPTION

Leading and managing a small business in today's economy can be stressful to say the least. Managers must wear multiple hats, learn to multitask, cope with constant interruption and distraction, deal with time pressures and then be sympathetic as they interact with a complaining customer. In addition, many small businesses struggle to make a profit. This interactive presentation is designed to assist leaders and managers in creating an organizational culture whose teams perform at a consistently high level. Sandy's content is practical and includes the latest trends in developing high performing teams. Participants will leave with some "real world" tools to be applied at work

### LEARNING OBJECTIVES

- Learn the secrets of "The Power of Purpose" and how to help your team reframe who they are why they do what they do.
- Identify the most common organizational barriers to becoming world class.
- Discover how world class organizations view strengths in diversity of age, gender, nationality and personality styles.
- Learn how and where to focus your time and energy when managing high, marginal and low performers.
- Learn the six things employees most want from their managers.
- Discover the practical steps for creating a culture of seamless communication among your team and customers, including the power of listening.

### STYLE OF DELIVERY

Customized to audience, client objectives, and time allotted for delivery. However, presentations typically incorporate such highly effective elements as:

- Extremely animated oral presentation that incorporates practical examples and, often, humor to drive home main points
- Bold, imaginative presentation graphics that maximize visual impact and minimize text
- Short, highly engaging movie clips that demonstrate or reinforce key messages
- Small highly engaging group exercises and discussion
- Open Q&A
- Closing summary of key points that can be applied in the workplace and serve as reminders

### SANDY SMITH BIOGRAPHICAL SUMMARY

Sandy Smith is a speaker, corporate training specialist and executive coach from Oak Ridge, Tennessee. He develops and presents educational seminars and workshops for leading organizations in such diverse areas as healthcare, manufacturing, marketing, retail, and U.S. government. Sandy also coaches senior executives in giving high impact presentations. Sandy is a member of The National Speakers Association and The World Futurist Society.