

Presentation Overview

The Art of Killing Kudzu – Management By Encouragement

Kudzu is bad stuff. It grows wild and kills the good stuff. Kudzu equals negativity. There is a chemical that can kill kudzu. That chemical equals encouragement. Benefit from this guide for communicating encouragement to the employee, the customer, and the team member.

Mountains of Motivation – How to Motivate Yourself and Create a Motivational Environment for Others

Practice the eight “m’s” of motivation! Modify the definition. Move in reverse. Manufacture and hold thoughts. Mold habits with focus. Manage the detours. Massage the motivational environment. Monitor your progress. Master your motivation.

Advocacy Required – Transform Your Customer into Your #1 Sales Ally

Customers grounded in apathy, ambivalence, antagonism, or even mere appreciation, will not find the desire or the energy to service your journey. *Advocacy* is required to build a secure business. Benefit by developing strong relationships with potential advocates.

Stretchability! – How to Build Your Agenda for Growth

Growth does not unfold haphazardly. Building your *Agenda for Growth* occurs when a system is identified and pursued. Participants will isolate their strengths and weaknesses for purposes of modification. Outcomes will be targeted. Action steps will be formulated. ***Stretchability!*** will provide a simple system to service their journey so that they can soar beyond success.