



Michael W. Mercer, Ph.D.

Keynote Speaker • Management & Leadership Expert

Presentation Outline

Incredible Teambuilding & Teamwork

"We will profit from *Results-Focused Teambuilding Sessions* you conducted for our Leadership Team. Your expertise immediately helped us boost teamwork to increase productivity and grow our business."

McDonald's Corporation

"Your 'Incredible Teambuilding & Teamwork' presentation to the officers of our company was a "hit." Perhaps the biggest "testimonial" I can give you is that I would like you to deliver presentations to about 1,400 of our associates."

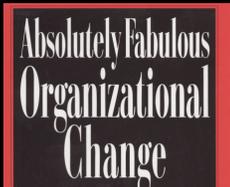
Auto-Owners Insurance

"Your *unique teambuilding method* helped the group in a variety of ways . . . I already have observed these people are collaborating and working together quite well. In contrast, they did not work as well together prior to your Teambuilding sessions."

Abbott Labs

"You were fantastic!"

Ontario Teachers Ins. Plan



STRATEGIES FOR SUCCESS FROM AMERICA'S BEST-RUN COMPANIES

MICHAEL MERCER, PH.D. America's Organizational Change Strategist

"Teambuilding" means enabling a group of people who need to work together to do so in a collaborative, cooperative, and productive manner. In this lively, results-oriented *speech* or *workshop*, you will learn:

- ◆ 1 Optimal Mindset to boost teamwork & productivity
- ◆ 4 Interpersonal styles to help you work superbly with all types of people
- ◆ 3 "mirroring" tactic to improve your work relationships
- ◆ 2 ways to ask questions to quickly uncover highly useful information
- ◆ 2 words you never should use if you want to work well with people
- ◆ 1 action high-achievers do 3 times per day (but underachievers seldom do this!!)
- ◆ 6 ways to motivate your colleagues & co-workers—without spending an extra penny!

RESULTS-FOCUSED TEAMBUILDING SESSION

Dr. Mercer leads this intense Teambuilding Session with your group -- or "team" -- of managers or employees who must collaborate and cooperate better to improve their

- productivity
- conflict resolution skills
- work relationships

Only 10 or less people can participate in this very results-oriented session. This intensive Teambuilding Session delves into **3 main steps**:

- STEP 1:** Identify the team's top 4 **productivity problems** which -- if the team members collaborated better -- could be overcome to vastly improve the group's productivity.
- STEP 2:** Identify and solve key **interpersonal problems** that keep team members from productively using teamwork. NOTE: This is done in a non-threatening way.
- STEP 3:** Solve the team's top 4 **productivity problems** (identified in Step 1, above) in a collaborative, teamwork-oriented manner -- including laying out action plans, steps, & deadlines to complete each step.

Follow-up sessions are used, as needed, to make sure solutions the team derived in Step 2 and Step 3 actually are put into action.