

team & organizational TRAINING

Whether at home or at work, a strong organization begins with strong, healthy individuals. When individuals work together in alignment, spectacular and synergistic results can occur for the whole organization.

*You know how to measure productivity...
But are you getting the results
you want?*

*You have created
successful programs
and procedures...
But are you getting the
participation you need from
others?*

*You know all about management...
But is that enough to meet the demands
of a rapidly changing environment?*

Do your plans for success include all aspects of organizational change? There are two sides to organizational change:

I. The "Doing". This side is about processes, measurements, tools, structures and procedures. This side is about Management.

II. The "Being". This side is about participation, commitment, attitude, creativity, overcoming resistance to change, and self-leadership. This side is about Leadership.

Good management (the "Doing") is not enough to create lasting growth.

Change also requires leadership.

Our powerful program is necessary to develop the "Being" side of businesses and organizations committed to sustainable change.

By applying simple tools and concepts, desired changes in organizational performance occur through individual transformation.

HOW IT WORKS

This program is a 3 part series. Each individual section is powerful and can be used independent of the other sections (note: completion of each previous section is a prerequisite for the next).

Each part occurs in a seminar or class setting. These seminars allow members of the organization to relate to each other and their accountabilities in a whole new way. It allows managers to understand employ-

ees, and co-workers to understand managers. Each member becomes responsible for his or her part in the organization's success in an exciting and empowering way. After attending these seminars, you will be able to create an environment of extraordinary communication, commitment, teamwork and productivity.

In addition, we interview key position holders in your organization for a deeper understanding of their operational behaviors and what we can do to empower their commitment to the organization. We will then give our recommendations to the executives.

Also you will have options of monthly and quarterly meetings to review the productivity and implementation of new systems, along with bi-weekly meetings with the selected executives or managers.



27 North Main Street, Suite 202
Carbondale, Pennsylvania 18407
570-267-2406 • fax 570-300-2266
Info@PrimecoEducation.com
www.PrimecoEducation.com



PART ONE - BASICS (2 Days)

Getting Into Communication & Creating Vision

TOPICS

- How do you participate?
- Internal Conversation
- Effective Communication
- Fulfillment Cycle
- Personal Effectiveness
- Responsibility & Accountability
- Values & Vision
- The Big List

BENEFITS

- Overcome negativity in the workplace.
- Foster honest and effective communication with the people that make a difference in forwarding your organization's purpose.
- Communicate without resistance.
- Shift attitudes from apathy to ownership.
- Train as a team to perform with greater responsibility, accountability and commitment to your organization, your team and your customers.
- Shift participant's mindset from "problem" to "solution".
- Build an environment of teamwork and excellence that produces results by creating "Win-Win" situations.
- Understand your professional and team-related operational behaviors to reduce stress and resentment.

PART TWO - ADVANCED (1 Day)

Powerful Discipline & Time Management

TOPICS

- Success Process
- Asking 10 Effective Questions
- Discipline
- Disciplines of Success
- Schedule & Time Management

BENEFITS

- Train your teams to accomplish more in less time.
- Move strategy into reality.
- Create innovative ways to solve organizational problems in a short time.
- Keep all initiatives on track, not just the current headliners.
- Reduce the number of meetings required to produce results.
- Transform accountability, integrity, and responsibility from "good ideas" into actual practice.

PART THREE - MASTERY (1 Day)

Business Planning From Vision

TOPICS

- Plan For Producing Results
- Phases of Mastery
- How to put Vision to Work
- Project Management

BENEFITS

- Bring your organization's vision to life by systematically applying it throughout all business areas, activities, and processes.
- Create and invent a new set of professional and team-related operational practices that allow you to pursue your organizational goals and be effective.
- Manage teams through inventing and implementing targeting, forecasting and tracking systems that allow you to be responsible for your business operations.
- Develop individuals as leaders within an organization by empowering their ambitious dreams and goals.
- Develop an entirely new experience of satisfaction, success, and commitment throughout the organization.



**Call Primeco today
at 570-267-2406
and find out how easy it is
to build a strong, committed,
prosperous team!**

One of the best indicators of success is a satisfied customer.

I wanted you to be aware that in my global presentations, I am using the following to describe who Primeco is "being" for me and my organization.

"Buckle up your seat belt and hang on for the most incredible ride in discovering yourself and others in both your personal and business life. Primeco Consulting will cause you to look at yourself and your relationship to others with authentic eyes. Organizations have always known that success depends on people communicating effectively. Primeco will improve your ability to understand the purpose of different communications, allowing you to respond correctly and overcome barriers that will increase trust and reduce conflict."

*Gary A. Green - President
MAGIC and Associates, LTD.
Honolulu, HI*

It has been an eye-opening experience working with you. Discovering the truth about success begins with the ability to analyze oneself and behaviors in order to change. The path is not an easy one and I could not have even begun without you showing me the way and giving the direction I needed to head to the next level.

*Kim Magaletta - Office Manager
Coldwell Banker Gundaker
St. Charles, MO*

Your quick, decisive actions provided the foundation from which we are now building our businesses. The direct result can already be seen within each company I own, in the first two months of 2002 we have already surpassed the entire gross sales for 2001 and we foresee reaching our three year goal this year. We have relocated and restructured a manufacturing facility, which simultaneously lowers overhead by 20% and increases productivity 18%. Lastly, you have created a path, which will enable me to achieve my personal and business goals.

I want to thank you for what you have provided and continue to provide for me and my organizations and I am confident you will remain part of our growth for years to come.

*Richard Spencer - Chairman of the Board
Randall Companies
Poway, CA*

Through Primeco Consulting, I have learned to be responsible for my life, and not to live by my emotions. Learning my values was the greatest lesson I have ever learned. I will always use this coaching in my life because it really works. Thank you Primeco Consulting!

*Myra English - Owner
Myra J. A Salon
Defiance, OH*

On behalf of Elbanna Factory Distributors, Inc., we would like to thank you for the extraordinary results that you have helped us achieve. As a certified small business as well as a family-owned business in the State of California, we currently represent a large number of manufacturers nationwide with their products in the industrial, safety, and medical equipment arenas. In our eleven-year history we take pride that we have reached \$4.2 million in annual sales.

Today, as one united committed group, we know that we will create an empire. Thank you for discovering us and we look forward to continue working with you.

*Rania Elbanna - General Manager
Elbanna Factory Distributors, Inc.
Escondido, CA*

It was one of the best business decisions to date! After one month consulting my business shifted dramatically. My team and I are producing even better results than I'd hoped. We are not only going to meet the high targets I set for this year, we are going to exceed them. We are making more money, having more fun and using less time than before. Thank you again for results that I can take to the bank.

*Chris Heller - President
The Heller Real Estate Group, Inc.
Keller Williams Realty
Encinitas, CA*

