



REMIND YOU OF WORKING WITH ANYONE AT YOUR OFFICE?

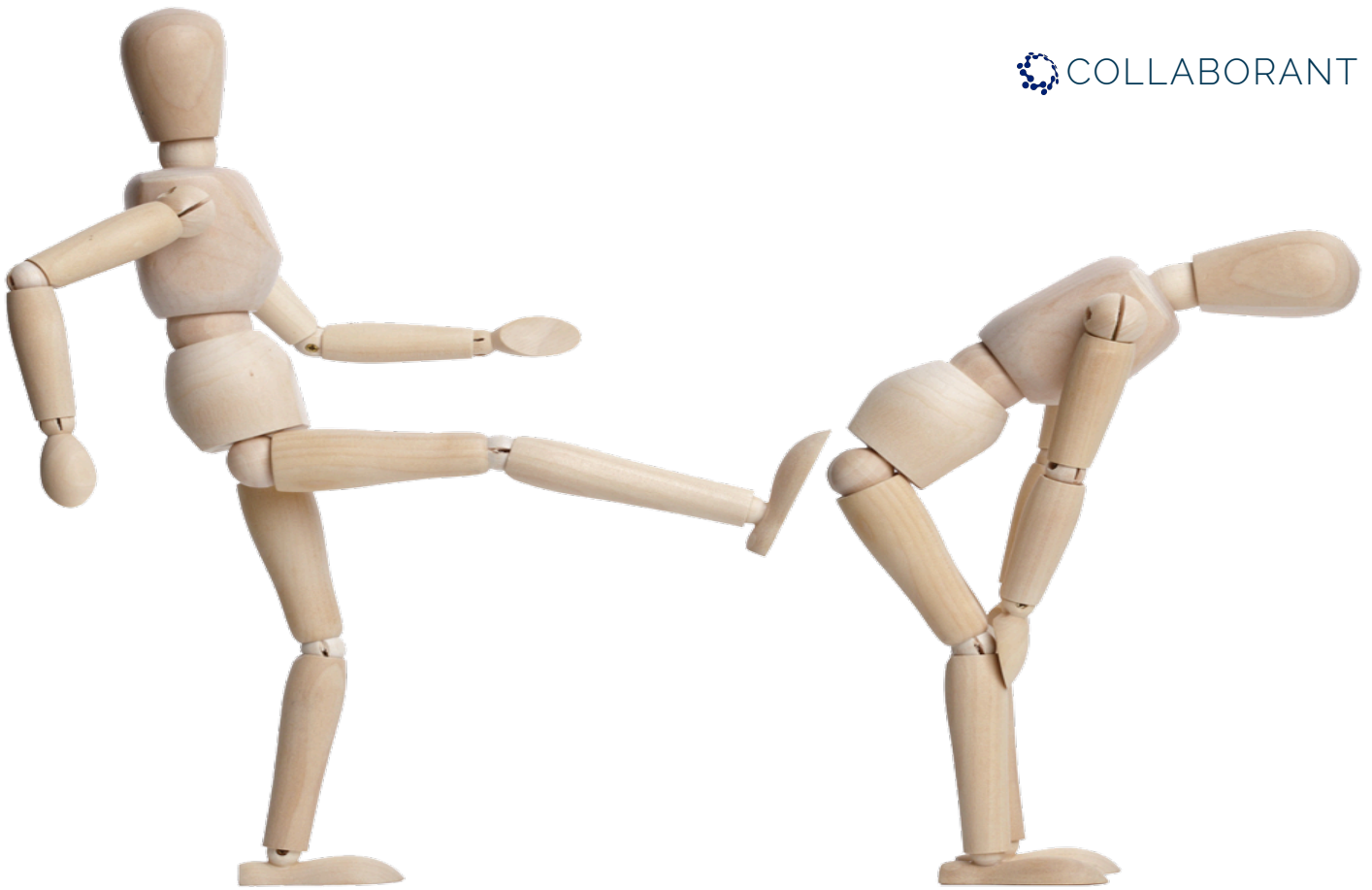
The hardest part of working with others can be getting others to work. Maybe your coworkers don't keep promises, chronically procrastinate, or kill too much time online. Getting people to change is hard, but if you can improve people, you can improve results.

MOTIVATING OTHERS OUTLINE

Our response is Motivate Others, an approximately 120-minute course in Collaborant's Work Together Series. In Motivate participants will:

- Learn why most attempts at motivation fall flat (25 min);
- Identify current opportunities to motivate those around them (10 min);
- Discover the difference between harassment and lasting motivation (25 min);
- Learn what things motivate which types of people, and make a specific plan to motivate those they work with (60 min).

Individual licenses and guidebooks start at \$39. For more information call 801-438-4500 or visit www.collaborant.com.



THERE IS A SIMPLE WAY TO MOTIVATE OTHERS

GIVE A MAN A THREAT; YOU'LL MOTIVATE HIM FOR A DAY

Odds are there is someone in your office who needs to try harder. People usually deal with this situation with a mix of four (often ineffective) ways—hinting, asking, threatening, or offering incentives. The problem is these methods don't get people to care, and when they don't care, you'll always be stuck between poor performance and hinting, asking, threatening, and offering incentives.

WRONG MOTIVE + WRONG PERSON = WRONG RESULT

To really motivate, we need to better understand what people care about

and link those values to their jobs. Otherwise, you might offer a bonus to improve behavior, but only about 18% of workers find money motivating, or you might make a threat to one of the 39% percent of workers who already feels like their good efforts go unnoticed.

RIGHT MOTIVE + RIGHT PERSON = RIGHT RESULT

We solve motivation problems by teaching you how to find people's intrinsic motivators, then giving you the tools to keep motivating without harming the relationship. It not only makes life easier, but a good motivational program boosts performance by 44%.

MOTIVATE OTHERS

What: A course in the Collaborant Work Together Series designed to help you help others make progress.

Length: 120 min.

Fee: Starting at \$39 for individual licenses and Guidebooks.

More Info: www.collaborant.com
801-438-4500

* Collaborate is a prerequisite.