

# THE PERFORMANCE GROUP INC.

*We build your people, so your people can build your business!*

September 2010

A Sharp Knife...Is a chef's most important tool. And any good chef will tell you that she sharpens her knives **every** day, As managers look for increased productivity on every front, how many of them do you think are trying to cut with a dull blade? Here are some tips for sharpening your people:

- 1) **Hire a professional trainer.** They have the programs and resources that will allow you to customize your learning outcomes...and your results.
- 2) **Clarify expectations.** Schedule one-on-one meetings with each member of your staff to discuss how things are going. Ask specific questions to review and/or clarify goals, and always ask, "What can I do to help? Do you have all of the tools and skills you need to succeed?"
- 3) **Have a "Family Meeting."** On a monthly basis, find one hour when everyone in the organization can get together. Give each department about ten minutes to make a presentation that lets the entire team know what projects are in progress, or coming down the pike.  
These meetings have numerous benefits. They give the leaders of the organization increased visibility (and the team access to the leaders.). When the presentation duties are shared, team members are given a chance to sharpen their public speaking skills. But most of all, they strengthen relationships and make everyone feel "in the know."

When you "sharpen" your people, you will reduce turnover and rework, make work more enjoyable, improve customer service, and increase profits. Good luck!

## Participant Feedback

*"Your training was the best thing we've done to improve communication and build our team."*

Doug Carte

Call 304-757-8125 for tools and training that will help your team delight and amaze your clients!

[Forward email](#)

This email was sent to andrea@protechsolutions.biz by [chuck@theperformancegroupinc.com](mailto:chuck@theperformancegroupinc.com). [Email Marketing](#) by [Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).  
The Performance Group, Inc. | P. O. Box 833 | Scott Depot | WV | 25560