

# Peak Performance: Motivating the Best in Yourself and Others

Presented By:

Dr. Alan Zimmerman

People can accomplish amazing kinds of things, if they're led and motivated by the right person using the right approach. That right approach starts with your caring. After all, people don't care how much you know until they know how much you care.

Unlike most motivational programs that do little more than explain the "why" of human behavior, this program shows you "how." You will learn specific communication skills ... that bring out the best in others ... that inspire productivity, cooperation and teamwork - despite all the pressures, changes, and challenges in your work environment.

Thousands of people in dozens of government organizations have benefited from this program, and their feedback says these skills work! When you give people the care they need, they produce the results you want.



Dr. Alan Zimmerman has been a speaker, trainer, and consultant since 1972. He has spoken to private and public organizations, large Fortune 100 companies, small businesses, professional associations, government, education, and health care companies - and is one of the most-sought after speakers in the world.

## Seminar Topics:

- B BELIEF**
  - Treating others as you see them
  - Communicating respect
  - Stopping negativity in the workplace
- E ENGAGEMENT**
  - Taking actions that invite cooperation
  - Adopting eight enthusiasm skills
  - Projecting contagious enthusiasm
  - Speaking your team member's language
- L LISTENING**
  - Overcoming bad listening habits
  - Adopting nonverbal attending behaviors
  - Listening with accuracy and empathy
  - Asking brave questions
- I IMPORTANCE**
  - Increasing the impact of positive feedback
  - Giving positive feedback that changes others' behavior
  - Using rewards and recognition effectively
- E EXAMPLE**
  - Using the behavior of effective leaders
  - Giving constructive criticism
- F FOLLOW-THROUGH**
  - Keeping promises
  - Holding others accountable
  - Asking for what you want and getting it
  - Applying strategies that manage your stress, prevent burnout, and maintain balance

9/27

September 27, 2007

8:30 AM - 4:30 PM

Truman Office Building

Room 490-492

Jefferson City

**COST: \$149.00**

Enroll online at:

<https://www.training.oa.mo.gov/edenroll.htm>

