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Training people to achieve more than they believed possible

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On Purpose Training™

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The On Purpose Training™ programs offer a partnership opportunity to positively improve individual, team and organizational performance. In order to move forward, people and companies need—

- a focus bigger than themselves
- increased responsibility and accountability
- strong problem solving skills

Moving forward requires that we change our views of ourselves and the world around us, and that we are capable of taking risks and handling change. When both individuals and teams, and the organization itself, become passionate about the work that is being done, the result is sustained improvement.

The six training workshops, identified below, explore strategies for achieving goals and help people identify the most effective course toward success around the topic being addressed. The power of these focused strategies is to bring about positive, sustainable change in people and teams. Each one-day, eight-hour training incorporates both traditional classroom and experiential learning techniques. On Purpose Trainings™ can be custom partnered with specific and timely team goals to develop more in-depth work around a variety of issues.

Living and Working On Purpose - Empowering foundational concepts and tools for personal and professional Growth

- Learning to harness and utilize passion for life and work
- Planning and implementing sustained change in all areas of life
- Internalizing effective problem-solving skills
- Becoming people who embrace change and are passionate about their lives and the contributions they make to the organization
- Building team cohesion and expanding communication skills

Leading On Purpose – “Love the players or loose the game.”

- Defining and embracing the organizational purpose and values
- Understanding and living “extreme leadership”
- Re-invigorating passion in the workplace
- Generating energy, inspiring audacity, and walking the talk
- Understanding that leadership is a choice
- Creating VOICE in the workplace

Teaming On Purpose – Understanding the foundations of how to build a high performance team.

- How many teams are there? Getting everyone paddling on the same boat in the same direction
- Work through the 5 Core Levels of building a functional team from the ground up
- Embody the 6 Characteristics of high performance teams
- Learn a myriad of tools which are simple to use and can easily be transferred back to the workplace
- Focus on problem solving, decision-making, and communication

Sales On Purpose - A principle-based approach that shares powerful tools to understand our clients, build trust, and becoming their supplier of choice.

- Understanding the barriers that keep us from being our most effective
- Developing true empathic understanding of others
- The “Understanding Dialog,” the foundation of our sales success
- The “Understanding System,” developing and using a goal-oriented sales process
- Building team cohesion and expanding communication skills

Ethics On Purpose - Developing individual integrity as the foundation of business ethics

- Learning problem solving and decision-making skills firmly based in ethical conduct
- Defining and developing individual and team codes of ethics
- Securing ownership and responsibility for the Corporate Code of Business
- Increasing interactive team skills and defining communication integrity

Serving On Purpose - Professionalism and Service to Others, the Foundation of Customer Satisfaction

- Defining and embracing the corporate soul of the organization
- Planning and implementing sustained improvement in relationships with external and internal customers
- Internalizing strong problem-solving skills
- Building team cohesion and expanding communication skills
- Becoming employees who embrace service as the key to success

On Purpose Training is based on offering simple yet powerful tools. We use a unique format of active learning which enhances and builds stronger team skills and aids in transferability back to the work environment.

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