

# Mastering Personal Performance

## Personality - The Key to Profit

Rainmakers has taken the basic concepts of True Colors and amped it up with a unique sales and business focus. A valuable asset to help us better identify the behavior, motivation, and natural tendencies in each other, allowing us to see people in a softer light, with added tolerance, compassion and empathy. An incredible tool that is fun, easy to learn and retain, making it is easy to implement! A powerful resource, indispensable in terms of teamwork, engagement, improving morale, reducing conflict, and advancing communication skills and productivity in the workplace. Register now at <https://rainmakersgroup.ca/courses/>



### Option I: Personal Success

Understanding the similarities and differences of others leads to improved communication skills, a greater appreciation for the uniqueness of self and others and more meaningful relationships



### Option II: Selling

This tool gives insight into what motivates your clients, what buying habits they possess and what to stay away from, allowing you to achieve a higher, faster rate of closing and elevate your overall success.



### Option III: Dark Side

Creating a culture of civility and respect among employees is critical for a business success. Working with different personalities, opinions, backgrounds, and values is a challenge in any environment. When people are working together, personalities can and will clash. Since no one is an island, working together as a team is incredibly important for every employee and for your organization.



### Option IV: Communication

Understanding the distinctive ways in which different personalities approach communication is key to success. Promote open, honest conduct by understanding and appreciating different communication contributions and approaches. Learn how to improve your individual communication skills, strengthen rapport, boost your listening skills and clearly deliver your message in a mutually beneficial way.



### Option V: Team Building

Participants will learn how to help improve performance by enhancing unity, appreciating differences, and developing teamwork. Team mates will learn how to leverage other people's skills and natural talents to work together and communicate efficiently to accomplish goals.



### Option VI: Leadership

Create a positive workplace environment through improved leadership skills. Facilitate cooperation, collaboration and growth, by maximizing the performance and understanding of yourself and others through improved communication and self-awareness. Improved effectiveness of your leadership will help you create a business atmosphere which is beneficial to all.