

Mastering Personal Performance

Today's business is all about building stronger, better, rapport and relationships. Having a deeper understanding of ourselves and others in terms of personality styles, behaviour, temperament, strengths, and weaknesses, helps us to better manage emotion allowing us to build more meaningful interactions with others, creating higher levels of trust. Improving emotional intelligence and soft skills leads to having a greater appreciation for the uniqueness of self and others while creating more meaningful relationships and interactions with others. An incredible tool, it is fun, easy to learn, retain, and implement. A powerful resource, indispensable for teamwork, engagement, improving morale, reducing conflict, and advancing communication skills and productivity in the workplace. A participant favorite, this is a must-have course that creates incredible results. <https://rainmakersgroup.ca>

Option I: Personal Success



People with high emotional intelligence know what they are feeling, what their emotions mean, and how emotion can affect themselves and others. This valuable asset gives you insight into the behaviour, motivation, and natural tendencies we all have, allowing you to see yourself and people in a softer light with added tolerance, compassion, and empathy. It allows you to build stronger, deeper relationships and the better you relate and interact with others, the more successful you will be. This is particularly important in the workplace and when talking with coworkers, customers and prospects as it assists you in gaining trust and valuing differences. This is a fun and engaging course is a participant favorite!

Option II: Selling



Wish you could find the secret to selling much faster and more successfully?? Gain a significant advantage over your competition with this incredibly powerful and insightful course. Discover how to quickly identify personality styles and purchasing triggers so you can achieve faster sales results and greater profitability. Take your interpersonal and relationship building skills to the next level as you benefit from a shorter sales cycle. Fun, engaging and valuable take-aways that will make an immediate impact in your sales results and relationship building skills. As the dynamics of selling continue to change in our rapidly evolving business world, so must your sales strategies if you want top sales results. This is one of the most effective sales courses you will ever take!

Option III: Dark Side



Creating a culture of civility and respect among employees is critical for business success. Understanding how people react when under stress, anxiety, fear, or ego, leads to less judgement, condemnation, and criticism. Strong emotional intelligence helps individuals to communicate better, defuse conflicts, reduces their stress and anxiety, while improving relationships, and effectively overcome life's challenges. The dark side allows us to better understand ourselves and others, leading to greater harmony and understanding at work and at home. If you have taken personality courses before, the Dark Side of Mastering Personal Performance is nothing like you have taken before!

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Option IV: Communication



Strong soft skills and business communication are critical whether it is with customers, leaders, or co-workers. Effectively engaging others verbally, non-verbally, visually, or in written format, and combined with active listening leads to less conflict, discord and miscommunication, improved problem solving and buy in within the organization which improves productivity and profitability. Understanding the 7 types of communication strategies leads to higher quality interaction, workplace interaction, culture, atmosphere, and trust. They build stronger relationships and have higher customer satisfaction levels resulting in more loyal, long-term, repeat and referral customers. Overall, improved communication leads to a better bottom line. And everyone wants that!

Option V: Team Building



Strong soft-skills are an important and sought-after trait in employees. The benefit for the company includes improved productivity, performance, and profitability. By enhancing unity, appreciation and respect for others, the workplace becomes more communicative and collaborative with higher morale and engagement. It leads to less turnover, lower health-benefit claims usage, employee absenteeism and an improved culture. Learn where the individual skills and natural talents are honored and recognized. What are you waiting for? If you have employee discord, are going through big changes or are simply trying to elevate your culture to a higher level of awesome-ness... reach out!

Option VI: Leadership



Leaders set the tone of the organizational vision, mission, and goals. Improved emotional intelligence allows a leader to better motivate, inspire and develop your team. Self-awareness, social awareness, and self-management are critical skills which improve communication, negotiation, and leadership skills. Powerfully level up your skill set with improved emotional and sales intelligence so you can better communicate, negotiate, and lead. It is a do-not-miss course for business owners and leaders who want improved influence while creating bigger, better sales that close more quickly and effectively deliver the revenue results you want. Self-awareness allows a leader to self-regulate emotions and reactions, helping them to be more respectful of others, and create a more aligned and positive workplace environment.