

PassionWorks!

Stimulating Enterprise

Discover your meaning x progress™ formula
PassionWorks!™ for Sales Professionals

Every success, great or small, has people behind it who are passionate about the work. With passion come engagement, success, and fulfillment. This workshop explores passion in the context of the workplace to help the people within companies achieve their greatest aspirations.

PassionWorks!™ explains what supports or destroys passion in the workplace. It provides the knowledge, framework and diagnostic tools for individuals, teams and leaders to assess and positively influence the factors that are key drivers for passion.

"Very interesting. I've never seen this type of course before."

Manager, Lexmark

WORKSHOP MATERIALS

Each participant receives a workbook, a text book, diagnostic tools, and other reference materials.



Workshop led by:
Dave Jones
Jacqueline Throop-Robinson

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Our Program Guarantees lightbulb moments you will apply right away.

PassionWorks!™ reveals exciting new research about what creates the conditions for passion at work.

Selling with PassionWorks!™ helps Sales Professionals to

1. Forge strong clients relationships
2. Increase personal commitment to products and services
3. Sustain a positive attitude towards selling
4. Increase sales per client
5. Offer meaningful solutions that stimulate client progress
6. Focus on key behaviors that generate a passionate client experience
7. Eliminate destructive behaviors that erode relationships and sales

PassionFlowing™ people are a great asset. Listen:

- "I work hard and accomplish tons."
- "I am committed and I follow through."
- "I'm serious about the work but I have fun doing it."
- "I am on a mission and I am recruiting members."
- "I have high standards."
- "I don't give up."
- "I make links between small and big stuff."

Engagement. Success. Fulfillment.

"A passionate organization is built by employers who understand how to facilitate passion and employees who understand how to find passion. This program addresses both of these critical passion factors with a comprehensive expose of passion - what generates passion, how to achieve it and how to sustain it. In addition to being a great place to work, the passionate organization is also in a much better position to foster passionate clients!"

Heather Marriott, Revenue Management Ltd

Register at: www.passionworks.ca

CORE PROGRAM

- Build relationships by aligning meaning and progress between clients and sales professionals
- Listen to create a connection that drives a passionate relationship
- Determine what clients/prospects find meaningful about your products/services and business process
- Determine how clients/prospects define progress
- Identify and eliminate obstacles to progress and meaning for stakeholders
- Link the features of your products/services and business process to sources of client meaning and progress
- Eliminate destructive behaviours – griping, coasting, rushing, obsessing
- Communicate messages that emphasize meaning and progress
- Analyze competitive products/services to determine your PassionWorks!™ competitive advantage
- Evaluate the state of your own passion, your team or your company
- Learn how to align personal goals with corporate objectives

The program is structured into four main modules.

Research and Diagnostic Tools

- Review and discuss the article *PassionWorks!*™ in Summary
- Receive overview of *PassionWorks!*™ research methodology and results
- Review in depth the *PassionWorks! Model*™
- Complete the *PassionWorks! Diagnostic Tools*™
- Understand the results of the individual (and team or company, if applicable) diagnostic tools

Conditions for PassionFlow™

- Gain clarity on what aspects of work and life are most meaningful to you and your clients
- Assess how you define progress and what represents advancement for you and your clients
- Consider your *meaning x progress*™ equation in various contexts
- Understand the difference between mental models and reality-based views
- Create an action plan for increasing PassionFlow™ at work

Managing PassionFlow™

- Creating meaningful and inspirational goals
- Supporting progressive action through reality-checks
- Determining the “best” actions to take toward meaningful goals
- Learning how to measure and celebrate achievements

Managing PassionFlow™ for Teams and Companies

- Aligning what’s meaningful to you with team and corporate objectives
- Measuring progress collectively
- Organizing work so each person’s *meaning x progress*™ factor is considered
- Helping others move into PassionFlow™
- Using *PassionWorks!*™ within existing performance management and sales processes

“PassionWorks!™ innovatively and courageously paves a way forward by giving credence to topics that really matter to employees. We have seen employees literally transformed by the work.”

Ivy Kusinga,
Director, Learning and Development, ACE Limited

AUDIENCE & GROUP SIZE

Designed for anyone who wants to improve their overall work experience or lead teams more effectively.

Also available in-company for groups.



“Terrific session! Very thought-provoking and inspiring.”

Employee, Lexmark