



## AFSA & KIIKSTART 2019 MEMBERSHIP TRAINING OFFER



### TOPIC 3

#### **IMPROVING TEAM BUY-IN**

*Discover new skills and motivators to get the most out of your team, including defining and setting organisational standards and benchmarks.*

AFSA and KiiKstart are working together to bring members an exclusive opportunity to build their teams and business, not just now but into the future.

#### **WHAT IS PROVIDED?**

Facilitation and coaching via small team learning or via a one on one or two staff member approach. Each topic and module has been driven by the needs, skill gaps and opportunities of AFSA members.

#### **WHAT PROBLEMS AND SKILLS GAPS ARE SOLVED?**

Allows Owners and Managers the opportunity to gain new skill and approaches to increasing staff buy and accountability so the team remains engaged and the bottom line is improved.

#### **Key modules include:**

- ✓ Discover how to identify the key motivations for your team so you know where best to get the buy in.
- ✓ Identify the pitfalls decisions makers fall victim to when they try to increase team buy in.
- ✓ Develop the type of business that encourages and expects staff buy in as a key team standard – but get clear on the factors that must be present across all key parts of the business to make this a reality.
- ✓ Create the standards and benchmarks so staff respect additional responsibility and buy –in and avoid potential pit falls.

*Bookings and Enquiries to*

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***“THE ONLY THING WE KNOW ABOUT THE FUTURE IS THAT IT WILL BE DIFFERENT”  
PETER DRUCKER***