



Discover How to Motivate Your Staff, Generate More Customers and Win More Sales

ALAN FAIRWEATHER
THE MOTIVATION DOCTOR

Alan packs into a 60 minute keynote seminar the most effective, proved skills and techniques used by some of the world's top performers. No textbook theory and definitely no jargon, just proven techniques backed up with real life examples. By the end of this seminar participants will be able to:

- Understand what motivates people at work
- Deal with ineffective behaviour
- Develop skills in giving feedback
- **Motivate staff to win more sales**

FORMATS

Keynote/General session – 60 minutes
Workshop – ½ day or 1 to 2 days

“Your interactive presentation had them on the edge of their seats. Getting you point across with humour, anecdotes and serious examples will certainly help those present not only retain the salutary points, but ensure they gain enormous long term benefit from the experience”

*Patrick Murray,
Builders Merchants Federation*

“Alan is the Master of Motivation. He makes it all seem so simple and explains how it genuinely is! He draws from his own experiences to help us get the best from our people.”

*Neil McRobb -
Managing Director, McRobb Display*

“Your session sent everyone home on a high”

*Lekha Klouda
Director
Association of Charity Shops*

“70% of employees don't leave their job – they leave their manager.”

“80% of employees lack any real commitment to their jobs”

“90% of employees are actively disengaged”

These are amongst the troubled findings of a Gallup Organisation survey conducted in several countries.

When people are disengaged and unhappy at work they tend to:

- Take more days off (one in three staff 'sick days' are not due to illness)
- Spend a lot of time looking for other jobs
- Create internal problems
- Let customers down
- **Lose sales**

There is too much evidence to suggest that business owners and managers are still not doing a good enough job with their people. Discover how you can build a highly motivated team who don't take time off work, don't keep looking for other jobs; who make a positive contribution to your business and **generate more sales.**

ALAN REVEALS THE '3 SECRETS' OF TEAM MOTIVATION:

1. **Spend some quality time** - You need to get to know your team better and they need to get to know you. It will help you build a relationship with the individual. You'll gain a much better understanding of them and how they're handling the job.
2. **Give feedback and motivate** – You need to regularly tell each member of your team **when they're doing well and when not so well.** There are particular ways to give feedback and motivate, and you will learn them in this seminar
3. **Be a believer** – This is about utilising the skill, knowledge, experience and motivational power that's already within your people.

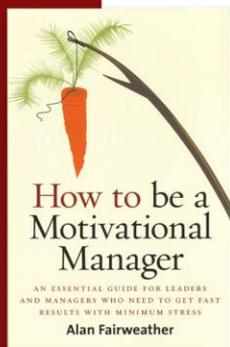
THE 'MOTIVATION DOCTOR'

Alan Fairweather is a motivation expert who, for the past sixteen years, has been turning 'adequate' Leaders and Managers into consistent top performers. He is an International Speaker, Author and Business Coach. **Alan did the job of a Manager;** did it successfully, for fifteen years and founded his business in 1993. He now works with people and organisations to achieve business results through behaviour change.

Satisfied clients include – Sky TV, British Telecom, Alliance and Leicester and Trinity Mirror Group.

Alan specialises in Banking, Financial Services, Real Estate and the Hospitality Industry. There is broad experience across many industries and he has conducted seminars for people in Healthcare, Legal, Accountancy, Computer Hardware and Software and the Drinks Industry. Alan's speeches are entertaining, inspirational and thought provoking. He is very much results driven and is committed to helping participants in a practical way. He creates a non-threatening environment that generates fun and encourages people to learn.

Schedule Alan for your next conference or meeting



This best-selling book is available from Amazon and other online retailers

VISIT ALAN ONLINE www.themotivationdoctor.com www.howtogetmoresales.com

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