

Motivation for success workshop

This one-day workshop is suitable for both individuals looking to increase their personal motivation levels and managers looking to motivate and empower their teams.

Focused on regenerating energy, direction and enthusiasm, this day is designed to increase ownership for progression and development by projecting delegates to a successful point in the future at work, and helping them to map their journey using a selection of practical tools.

The morning focuses on both mission and vision statements, and addresses the importance of 'personal branding'. This includes tips on how to project and present more powerfully, with sessions on increasing credibility and confidence to feel more empowered on the journey. The delegates then start to create a road map using develop realistic short, medium and long-term goals.

The afternoon addresses the value of time, and looks at how to create more ownership and control. This session is designed to explore their current time management in the workplace and looks at how to better prioritise in order to be more

proactive and consistent with business development. It also addresses synergy-based goal setting, connecting with the business vision, building cooperative partnerships, and effective delegation.

Finally, the day looks at how to better understand the motivations of others in order to build productive and successful relationships. This session explores the communication process with four different personality types, and discusses the differences in dealing with each of them. Subjects covered here include how to better mirror language, how to communicate more effectively with different personalities in key accounts, and how to adapt and position features of a product or service in the sales process.

By the end of the course delegates will be able to:

- Have a clearer Individual mission & vision statement
- Set realistic and tangible goals with vision statements
- Increase their personal brand
- Demonstrate increased confidence and self-belief in attaining goals
- Benefit from Increased self-value and assertiveness in their market sector
- Feel more confident when presenting themselves
- Better understand the value of their time and prioritise more effectively
- Delegate with more success
- Be more proactive and consistent in their day to day work
- Better understand and identify the motivations of those around them
- Develop relationships more effectively
- Tailor the way they position themselves in the sales process



Andy is a presenter and trainer working within the recruitment markets delivering in-house training and seminars, both in the UK and overseas, to recruitment consultancies, hr professionals and line managers.

A specialist in motivation and building self-confidence, Andy's energetic, dynamic and charismatic presentation style makes him one of the most sought after trainers within the recruitment industry.

He is enthusiastic and passionate about helping people reach their full potential, focusing on techniques to increase both confidence and control, and helping them to become more effective in the 'New World of Work'.

More information on his material and presentation style can be found on www.andypartridge.co.uk

