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#### [TURN DEFENSIVENESS INTO COOPERATION](#)

Understanding the reasoning behind certain actions – why people act as they do – can help you deal effectively with people when they seem completely irrational to you.



#### [ACHIEVE STRONGER RESULTS WITH FEEDBACK](#)

Employees who are praised and recognized for good work are less likely to become defensive when correction is necessary.



#### [INCREASE SYNERGY TO CREATE SUCCESS](#)

Teams are frequently made up of people who bring very different skills and abilities to the work group; their differences contribute to the strengths and capabilities for reaching the assigned goal.



#### [INVEST IN PERSONAL PRODUCTIVITY](#)

To ensure adequate time to undertake exciting new projects, all members of the organization need to practice time-proven goal-setting principles of effective personal productivity.



#### [QUOTE 1 – TEAMWORK FACTS](#)

“Employees are nearly 3X more likely to be fully engaged if there are a member of team.” – Deloitte, ADP Research, McKinsey



#### [QUOTE 2 – POOR COMMUNICATION](#)

“Companies with 100 employees reported an average loss of \$420,000 per year because of poor communication.”



#### [FIVE WAYS TO STAY MOTIVATED](#)

Set goals, build a support system, recognize roadblocks standing in your way, practice positive self-talk and celebrate all victories, big or small.

# Bridging the Gap Between Potential and Performance

Since 1966, Leadership Management® International has been bridging the gap between potential and performance by helping organizations and individuals evaluate their strengths and opportunities through implementation of the unique and proven LMI Process™.



## The LMI Process™

- Develops leaders who, in turn, empower their people to use their untapped talents and abilities.
- Identifies key areas the organization should focus on to reach the next level of success.
- Gives direction to an effective solution and delivers measurable results.

The LMI Process™ is designed around The Total Leader® Concept model with four vital components:

- Personal Productivity
- Personal Leadership
- Motivational Leadership
- Strategic Leadership

**Total Leader Walkthrough Video** – [click here](#)

LMI® tools and processes have been making a difference in organizations and individuals for nearly 60 years in more than 90 countries.

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