

# Developing Your People

## ...The Manager's Role



In any service based economy, there is no product so it is the people that make the difference. Technology assists, offices and retail outlets conveniently located help, access to the entire financial services market benefits, but the real difference is the people that connect with the client.

Lets get the best out of our people? The only way to do this is to develop them. Not send them on a training course once or twice a year but encourage and foster a development climate within your team and become the learning catalyst yourself. How? Attend our program - The Manager's Role - Developing People

- Getting the Foundation Right - Building Personal Development Plans
- Refining your coaching skills
- Reviewing performance - the art of assessment and feedback
- Developing people on a one to one basis
- The art of empowerment - delegation, motivation and inspiration
- Appraising for excellence

*“Good pace - good interaction from Trainer - very very enjoyable”*

The program has been carefully created to sculpture you so that developing your people becomes second nature. The benefits of a skilled team of people who are constantly improving and finding new and better ways to do their job are numerous.

The benefits to you of attending the program are:

- Allow your people to own their own development
- Refine your people's skills and knowledge
- Minimise errors and improve results
- To fully empower staff through effective delegation
- Save their time
- Save your time
- Create effective working teams
- Mentor your top performing people
- Enjoy your job more knowing you are leading a skilled team

The workshop has been successfully delivered for other organisations and evaluated. We're in the business of delivering training that gives you real business benefits.

*“I would definitely like to use Paul Archer again for my people - he really understands us”*

**Contact us now to arrange a programme to start in the New Year**

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