

Team Member University



I believe the old saying goes – “Business is great, until people get involved”. I wonder how many business owners and management teams have thought that at one time or another.

CBS News reported on a Gallup Study on March 31, 2017 that 51% of working Americans aren’t engaged at work – meaning they felt no real connection to their jobs and thus they tend to do the bare minimum. Another 16% are “actively disengaged” – they resent their jobs, tend to gripe to co-workers, and drag down company morale as a result.

Not a very bright outlook.

Over the past seven years there have been other studies conducted by INC Magazine (2010), Forbes (2014), Entrepreneur (2015), and LinkedIn (2017), that asked employees what they are looking for in an employer? The results may be surprising;

Communication, Appreciation, Purpose, Teamwork, Security, Growth, and Goals

Team Member University is designed to create a strong relationship between ownership, management (supervisors), and your team through communication, purpose, and goals. Together we create an environment that fosters what employees are looking for in an employer by developing team members.



An example of how **Team Member University** can help your company begins with getting the “right” people in your business. By creating a coordinated plan focusing on communication, purpose, and goals it allows us to design a hiring process that enables your business to hire better talent.

How many steps are in your current hiring process? What qualities do you look for in a team member? How do you determine if the person is looking for a J-O-B or a career? Once you hire someone how do you welcome them aboard and connect them to your company?

Once we create a process for getting the right people on board, we focus on teaching them how to be a member of your team. The final piece of **Team Member University** focuses on developing your middle management team (supervisors) by teaching them how to be a leader and how to communicate your company goals and purpose.

Imagine everyone in your company rowing in the same direction, passionate, focused, and happy to be a member of your team.

