

## Welcome To Forward Momentum Coaching

### In this FMC Top Tip we look at TEAM



**At FMC we have a mantra... "People Create Profit".** A company may have the best product or service in the marketplace; but without the support of employees who align themselves with the vision and goals of the product and how to deliver it to market and satisfy the core customer, the product or service is not guaranteed success. A competitor with a weaker product and a stronger team may well out sell you, no matter their size.

In addition to marketing, branding, service, sales and planning your people play a critical role in all facets of your business. They are your prime asset and worthy of your investment.

**What Is Team?** People can talk team, but do they really know how to DO team? Who taught them or is currently influencing them? Sport is a natural cultivation base of team. In many sports we learn compromise, selflessness, competition, strengths versus weaknesses and supporting others. Sport doesn't always transfer cleanly into business.

#### Successful Team Ingredients

- ✓ **Intention** - Team before self.
- ✓ **Attitude** - Failure is the feedback of champions.
- ✓ **Mind Set** - Pursuit of excellence.
- ✓ **Focus** - Setting & achieving goals.
- ✓ **Communication** - Respectful, at cause and outcome based.

**Team Leadership.** Every winning team has an experienced coach guiding them. A team without a leader is a group of individuals. The leader guides, directs, challenges, supports and champions the team to success.

#### 5 Terrific Team Top Tips

- Find and magnify every employees strengths whilst supporting their weaknesses to improve through training
- Provide regular training and development
- See the person behind the personality and get to know them as an individual
- Discover their drivers: are they a carrot or a stick employee
- Educate all members on personality (DISC) and preferred processing styles, as you openly embrace all styles and differences