

# Motere's Workshop Series Overview

Motere's Workshop Series helps companies grow by providing tools and strategies that enhance organizational and individual performance. Workshops are interactive and address key issues of execution. Each workshop program is unique and share identical goals:

- improve individual performance
- help organizations grow
- create and preserve jobs

Jobs are protected and employment rise when organizations expand. Companies grow when key individuals improve their performance affecting the entire organization regardless of economic conditions, market fluctuations and competitive forces. The core of the workshop series is Execution IQ™ — a universally applied psychological construct proven to enhance performance in business, athletic and the military realms.

## Workshops

**Communication Workshops** Strategy isn't worth anything unless it's communicated in a way that people can hear it, make sense of it and then execute it. Communication tools are applied daily to persuade, influence and navigate our professional and personal lives. Without question, they are absolutely critical to success. Motere's Communication Workshops provides the skills executives require to get their point across, move their organizations forward and enhance strategic execution through three dynamics. Participants acquire the skills needed to effectively connect with others, spread confidence throughout the company and deliver a message that aligns the organization. Outcomes include increased retention and lower attrition rates by both employees and clients. We offer three workshops:

- Building Relationships
- Building Trust
- Building Alignment

**GOLD! The Psychology of Execution** Featuring 17 Olympians who amassed 25 Olympic Gold Medals, GOLD! provides a systemic approach to enhancing individual and organizational performance. Of the three processes of execution — strategy, operations and people — the third provides the greatest risk and the greatest reward. GOLD! furnishes the “why” and the “how” to manage risk through an empirical foundation of performance. The workshops break down execution into a series of steps and phases that improve outcomes through Olympic champion case studies. Olympians will make special presentations throughout the workshops.

**The Executive Presence Golf Workshops** Enhancing performance is only the beginning. It's about results and relationships. The workshops are part of a comprehensive strategy to grow your business. Reward valued clients.

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Recognize productive employees. Close promising prospects. All by spending three days at a 5-star resort while acquiring first class, cutting edge instruction emphasizing the most important facet of business — Execution. The workshops develop skills that strengthen the ability to manage complexity, overcome obstacles and solve problems. Through the three-day workshop participants acquire Execution IQ skills that enhance decision-making, facilitate learning, boost productivity, while lowering golf scores through a hands-on workshop in a fun, relaxed atmosphere.

**The Organizational Growth Series** Companies looking to grow need to excel both externally and internally. Only 11% of companies experienced growth in the past decade and 85% of executives attribute growth shortfall to internal — not external — factors. Motere's Organizational Growth Series provides strategies for both growth factors. Workshops are interactive and address the psychological underpinnings that unlock execution. The workshops are designed and delivered by recognized experts, primary sources and intellectual property owners who demonstrate exceptional presentation skills.

**Patterns of Individual High Performance** A deeply introspective experience, the Patterns Workshop enable people to identify and apply their unique personal high performance pattern. Instead of replicating a pattern that may have worked for someone else, the Patterns Workshop provides a process where participants learn how they work best across diverse situations while applying Execution IQ. Participants leave with guidelines that are personal, non-disruptive, produce fast results and apply to a broad range of performance challenges and opportunities.

**The Workshops for Elite Producers** Those who are the best at what they do one have thought that always enters their mind: *Can I do it better?* It is only when the best have reached the top that new possibilities arise. Elite Producers need additional, but elusive skills to make consistent excellence a reality. Applying a combination of group and individual instruction, the Elite Producers workshops leverage the inherent capital within participants. The interactive workshops draw on participants' expertise to help create the curriculum and shape the workshops through a customized teaching method. No two workshops are alike because participants offer unique strengths and challenges coming from different industries, different experiences, different responsibilities. Participants feed off of each other, learning from the distinct differences and the unexpected commonalities.

**The Leadership Series** Growth Centered Leadership is an increasingly important topic, yet mostly misunderstood. Leadership, in this context, is the ability to produce useful and adaptive change. Growth Centered Leaders provide the backbone. They move the needle. They move the mean by leading it. The workshops provide the skills to lead organizations to new levels of productivity and gain market share. Leaders acquire the skills to leverage people's strengths to meet the needs of the organization to experience growth.

**The Emerging Leaders Series** Designed for High Potentials and Hot Recruits expected to move into successively important leadership roles, Dr. Stephen Long applies a unique parallel teaching method to four career

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developmental stages by coordinating executive development with organizational initiatives. Classroom and experiential learning empowers participants to create a leadership brand that sets your organization apart.

**The Nature of Things** Regardless of the industry, organizational life holds a natural quality where things happen under the first wave of consciousness. Counter-Intuitive Thinking brings those things into focus challenging the status quo translating confusing and complex events into concepts that everyone understands. Participants receive a complimentary copy of Motere's Organizational Health Evaluation (OHE), which measures managerial capability for the three primary areas of organizational health. The OHE is the most comprehensive analysis on the market. Organizational health is an output of four components of organizational life.

- The Nature of Work
- The Nature of Leadership
- The Nature of Innovation
- The Nature of Motivation

Stephen Long, PhD



Identified as one of North America's top 10 performance psychologists, Dr. Stephen Long has significantly improved performance in the realms of business, athletics and the military. He has applied his proprietary Execution IQ™ method with exceptional leaders, champion athletes, fighter pilots, military special operations personnel, elite salespeople, high performers and corporate executives resulting in 115% improvement in financial performance, 26 championship teams, over 30 All-American college athletes, an NFL MVP and enhanced national security with a zero failure rate. Through his three decades of helping organizations execute strategy, Steve applies his expertise in behavior change, psychometrics and high performance mindsets through an educative, rather than a rehabilitative, approach. Results include improved efficiency, productivity, decision-making, problem solving, planning, innovation, consistency and change.