

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.

BUILDING RELATIONSHIPS

Behavior derives from a fundamental set of characteristics that are unique to each of us. Participants discover their core, their foundational attributes. They come to understand others through understanding themselves first. By doing so, they understand how and why they are the same as and different from other people. Managers are better able to relate to and communicate with others by becoming aware of these tendencies. They differentiate between what is natural and innate, and what requires effort and concentration. No longer will managers treat everyone the same, nor expect them to benefit in the same ways from the same experiences.

Through our workshop, strengths are leveraged rather than rehabilitating weaknesses. Inherent attributes are emphasized over adapting to an environment. Participants acquire tools and strategies to accomplish three objectives:

- Understanding Yourself
- Understanding Others
- Strengthening Relationships

Outcomes include increased retention and lower attrition rates by both employees and clients.

BUILDING TRUST

In any relationship the essence of trust is not in its bind, but in its bond. Motere provides tools and strategies that establishes trust and forms reliable relationships. Motere's four-point behavioral platform serves as a gateway to building sound, trusting relationships in an efficient manner resulting in enhanced relationships, better communication and improved execution.

Our tools and strategies build efficiencies into the communication system. Managers gain a comprehensive understanding of peoples' intrinsic communication patterns, which quickly fosters an authentic and trusting relationship so the two parties can efficiently explore the level of mutual interest. Employees and clients alike feels like the manager 'gets me.'

BUILDING ALIGNMENT

Leaders generate alignment through public speaking where their employees 'get it'. Executives establish clarity to the direction of the organization. The message may be theoretically based, but it's communicated in a pragmatic manner. It's logical and linear. It's not sexy. Leaders spell out what, who, how and when and their people get excited by doing it, by experiencing success, not by just hearing about it. We prepare executives to communicate their message from intimate gatherings to diverse audiences to propel strategic execution. We emphasize an educational — not an entertainment — approach to ensure communication where influence and persuasion are at the forefront. Motere addresses three topics of public speaking:

- The Essential Guidelines of Public Speaking
- The Psychology of High Performance Speaking
- The Delivery of a High Impact Presentation