



Culture of Engagement = Success

Tim Wright, MBA
Chief Engagement Officer
Wright Results



Culture of Engagement = Success **WRIGHT RESULTS**

Tim Wright helps companies do better business by doing business better. That translates directly to the performance delivered by employees. Tim's **Culture to Engage** series explores techniques clients use to engage employees, improve performance, and achieve results.

Culture to Engage Programs Offered:

KAPOW! The Spirit of Your (and Your People's) Performance!

Explore unique concepts and techniques to help blast your people's performance improvement. Learn about [KAPOW...](#)

Batteries Included: How to Charge and Recharge Your Creative Cells!

Distinguish tactics to recognize, accept and appreciate one's creativity and its every day, every way application in our work. Check how we charge and recharge one's [Batteries...](#)

Leading from the C.O.R.E.: Building a Culture of Engagement

Successful leaders instill a winning business culture. See what leaders and managers gain when they are [Leading from the C.O.R.E....](#)

Build and Be a Part of Turbo Teams: Apply the C.O.R.E. of Engagement!

Apply **C.O.R.E.** concepts and dozens of applicable actions to engage successful teams. See how the **C.O.R.E.** builds [Turbo Teams...](#)

Work the C.O.R.E. of Engagement in Every Client's Experience!

Satisfy managers and employees with techniques that move the client's experience toward excellence. Find out how **C.O.R.E.** positively impacts your [Client's Experience...](#)

What your association members receive:

- High-energy, information-rich keynote, breakout or pre-conference loaded with tips and techniques to use at once.
- Handouts and support materials to complement the presentation and provide follow-up reference info and ideas.
- My coaching availability by phone or e-mail at no additional charge.
- Future presentations – keynote, breakout, or pre-conference – for 25% discount.

To learn how **Tim is committed to satisfying your presentation needs**, contact him directly at **512-252-0409** or tim@wrightresults.com.

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KAPOW! The Spirit of Your Performance ... and Your People's!

Built from the premise that everyone desires to improve their performance, this flagship program explores unique techniques to break through barriers to our desired improved performance.

The Power Packs for Performance Improvement--Creativity, Energy, and Humor--contain specific techniques to actualize the Four Critical Factors of Performance Improvement. We customize this program for the specific audience. We target **C.O.R.E.** applications (**C**ommunication, **O**pportunities, **R**esources, and **E**ngagement Examples) that generate improved performance. We ensure that participants take away autonomous improvement techniques to apply immediately, for themselves and their employees.

Content Points

This program includes the following information:

- **Performance Awareness:** why and how to know specifics of one's performance.
- **Performance Improvement Appreciation:** motivational powers of appreciating what improvement will bring; techniques to generate appreciation.
- **Performance Improvement Approach:** the value of strategic performance improvement; key components to designing one's strategic approach.
- **Performance Improvement Accountability:** tactics for staying one's course toward desired improvement results.
- **Performance Improvement Tools and Techniques:** The power packs of creativity, energy, and humor, and how to use them.

Learning Objectives.

Each participant will learn (how) to:

- Develop, apply, and refurbish their stores of energy: physical, mental, spiritual.
- Communicate and impart energizing techniques throughout personnel units.
- Recognize and enhance their everyday/every way creative intelligence on the job.
- Establish and apply creative intelligence actions and atmosphere throughout organization.
- Find, create, and expand the powers of humor in working with others.
- Devise and develop ways of "humorizing" relevant portions of work and workplace.



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Batteries Included:

Charge & Recharge Your Performance Cells

Every individual has a Creative Self. That Creative Self differs from one individual to the next. In keynote, workshop or pre-conference format, we explore tactics to allow participants to recognize, accept and appreciate their creativity.

Batteries Included relates the individual's creative powers to her/his everyday environment, especially work. **Batteries Included** provides participants numerous techniques to turn on, turn up, and turn loose their creative powers.

A variety of stories and interactive activities drawn from my book, ***Batteries Included!*** insure that participants experience their creativity, take ownership of how to vitalize their creative skills, and leave with specific applications for "creativity at work."

Content Points:

This program includes the following information:

- Personal Creativity: what it is, what it does, what it means.
- Professional Creativity: how creativity has meaning/value to your work, no matter what you do.
- Your Own Creative Intelligence: what it means to you, how you identify it, how you manifest it.
- Creative Chargers: specific hands-on, how-to activities to experience and build your own creativity. (The number of Chargers covered is determined strictly by the amount of time allowed for the presentation.)

Learning Objectives. Each participant will learn:

- Everyday definition(s) of creativity.
- Everyday applications and appreciations of creativity.
- The role and reality of creativity at work, any kind of work.
- How to enhance one's personal sense of creativity.
- How to appreciate creativity too often overlooked.
- How to boost one's own creative powers and their everyday use.



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Leading from the C.O.R.E.: Building a Culture of Engagement

How much do your leaders and employees have their arms around employee engagement?

Here are benefits of offering **Leading from the C.O.R.E.: Building a Culture of Engagement**:

- A positive engagement connection between leadership and management.
- More engagement throughout the business, thanks to leadership's visible engagement.
- Increased employee satisfaction and resulting benefits, such as retention, performance, productivity, quality.
- Stronger manager motivation, which improves leadership succession, # objectives met, and employee satisfaction.

*What do leadership and engagement have in common?
True engagement is earned over time. It takes a steadfast emphasis on
what is important to us, to our customers, and to our employees.*

(John Hammergren, CEO of McKesson, 2008)

Leading from the C.O.R.E. applies these learning principles:

- Interactive exploration of how and why employee engagement increases success.
- Verbal awareness of **C.O.R.E.** components: **C**ommunication, **O**ppportunity, **R**esources, and **E**ngagement.
- Hands on application of **C.O.R.E.** components, relevant to leadership responsibilities.
- Forum discussion of distinct, supportive roles for executives, leaders.
- Itemization of action items to cascade engagement culture to management and employees.



Leading from the C.O.R.E. examines how employee engagement is key to your business culture. We begin this investigation with the engagement >> performance >> success results correlation. We discuss and discover the connection between the leader's and manager's roles in an engagement culture. We devote substantial time and attention to the engagement **C.O.R.E.** components: **C**ommunication, **O**ppportunity, **R**esources, and **E**ngagement.

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Build and Be a Part of Turbo Teams: Apply the C.O.R.E. of Engagement

Turbo Teams recognizes the essence of employee engagement within the team framework. By applying **C.O.R.E. of Engagement** principles to team building, team management, and team success, **Turbo Teams** provides faster and more productive development and implementation of a team's full abilities.

In keynote presentation, we use real-life examples to generate awareness and understanding of the skill-concepts of team success. Major points are illustrated, summarized, and capped with specific how-tos .

As a workshop/breakout session, real-life examples are expanded into group activities to ensure awareness that this team work works! Ample discussion, Q&A and reflection guarantee participants' ownership of the skill sets developed.

Content Points:

- The components and values of teams and teamwork.
- The distinctions between shared responsibility and separate responsibilities.
- The interpersonal factors that contribute to and detract from team success.
- The processes for building a sense of team.
- The relevance of the **C.O.R.E.** components to team success.

Learning Objectives. Each participant will learn to:

- Work from a standpoint of trust--received and generated--throughout any team.
- Establish and maintain focus on actions, responsibilities and procedures to achieve the desired results.
- Enjoy clear communications among team members and between teams.
- Develop a shared approach to time that produces stronger commitments among members.
- Practice and grow from peer coaching skills that increase team abilities.
- Apply the elements of **C.O.R.E.:** **C**ommunication, **O**pportunity, **R**esources, and **E**ngagement.



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Work the C.O.R.E. of Engagement in Every Client's Experience!

Reality: every individual within a healthcare organization impacts, in some way, the client's experience. Not everyone realizes that reality.

Every Client's Experience generates excitement among individuals by demonstrating and emphasizing the variety of ways in which they impact the client's experience. **Every Client's Experience** satisfies managers and administrators by giving hands-on practice in techniques that allow an office, department, unit, or team to move clients' experiences toward "excellence."

This workshop appeals to organizations that enjoy presentations with very high-levels of interaction and discussion, as opposed to lecture-type.

Content Points:

- The relevant role every individual plays in affecting a client's experience.
- The connection between environment and atmosphere and experience.
- The contribution individual attitude makes to atmosphere.
- Tactics and techniques for creating a Continuous Improvement Attitude.

Learning Objectives. Each participant will learn to:

- Create a direct connection between client experience and a successful facility.
- Develop specific "experience plus" tactics for your clients.
- Learn a specific Continuous Improvement Process for Client Experience.
- Work with increased energy--physical, mental and spiritual--that will infuse business.
- Bring in tons of humor to enrich their own work lives and the experiences of your clients.
- Apply their own creativity.



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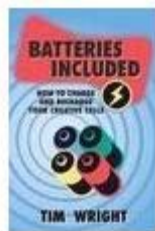


Tim Wright, MBA

Here are Tim's bio, accomplishments, and 10 good reasons to hire him.

Tim offers you and every group of participants:

- Experience working at all levels of business: from front-line customer service to senior executive.
- Experience working in all sizes of business: from mom-and-pop to mega-corporation (and 13 years teaching public school).
- Entrepreneurial Prado rule: 20% planning but 80% doing.
- Presentation style that energizes, educates, and entertains.
- Facilitation expertise to move any group to and through the session objectives.
- Creativity that works pragmatically. He's authored two books:



10 Reasons to Hire Tim Wright

1. Broad range, great depth of experiences.
2. 111% commitment to clients.
3. Approx. 20 hrs. /wk. research of Employee Engagement and performance improvement.
4. Excellent writer: author, blogger.
5. Extensive knowledge of facilitation methodology and learning styles.
6. High energy, higher humor.
7. Degreed at two great schools: *Washington and Lee Univ. (BA) and New York Univ. (MBA)*
8. Loves what he does, what he learns from doing it, and the clients with whom he shares it.
9. Stays within the bounds of his expertise to ensure excellence.
10. Appreciates the chaos of planning meetings and the skill of meeting planners.

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