

HIRE THE BEST, DITCH THE REST



A Simple Team Building Strategy For Exceptional Results

**A Session by Rich George, CAPS, CHPE, HOM, Broker
NOI Coach & ApartMentor**

About This Session: In this energetic session based on Rich's book by the same name, participants will gain a new understanding team building. Participants will develop the skills to create an exceptional team by identifying each employee with the "12 Types" of employees. This interactive way of evaluating team members will allow participants to quickly identify which team members are "toxic" to the team and which members are "producers". This interactive session is informational, inspirational and entertaining.

Learning Objectives:

- a. Participants will obtain strategies to align and structure their teams for maximum results.
- b. Participants will identify the 12 types of employees and how to develop the courage to address issues that exist within their existing teams.
- c. Participants will be inspired to identify and hire outstanding talent.

Session Outline: This newly updated session is based off Rich's book by the same name and follows the concepts outlined. In this session participants will be afforded the opportunity to win and to buy Rich's Book.

- I. Introduction to session and topic
 - a. Foundational principles that answer the question of "why" teambuilding is job #1
 - b. Introduction to the overlaying team building philosophies
- II. Introduction to identifying the 12 types of bad employees
 - a. Analyzing the behaviors of the 12 types of bad employees
- III. Ditch the Rest
 - a. A Warm body is NOT better than nobody
 - b. Shedding the urgency to hiring
- IV. Hire the Best
 - a. 4 rules for smart hiring
 - b. Hire for attitude, train for skill
- V. Summary of Learning

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Date: 06/01/2018

Time: 9:00 am – 12:00 pm

Cost: \$99.00

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Rich George, is the Founder of NOI Coach, a business coaching, consulting and training firm based in Michigan and Apartmentors a collection of industry thought leaders focused on talent development. A successful executive with over 25 years of experience, Rich brings a passion for employee development and culture building. Rich's background includes the management of over 2 billion dollars of real-estate, and over 100 million dollars of capital re-investment. Known for his team building, culture changing, and leadership skills, Rich inspires audiences nationwide.