

# THE PARTNERSHIP PAYOFF

## *The 7 Keys to Better Relationships and Greater Teamwork*

In today's tough business environment, it takes more than product knowledge, technical competency, or social media contacts to be successful. Professional knowledge and organizational contacts can become obsolete with the next change in technology or shift in organizational structure.

Success in today's world requires an *extraordinary amount* of raw people skills. You've got to know how to start and build relationships... on and off the job. And you've got to know how to work with others... so *teamwork* becomes a reality rather than a buzzword.

In this fast-moving, high-involvement keynote presentation, you will gain powerful insights to help you communicate more effectively, build relationships more easily, and get the cooperation of others more quickly. Plus, you'll learn quick and effective strategies for defusing conflict so your partnerships don't fall apart, even under stress and pressure.

### KEYNOTE POINTS AND PAYOFFS:

- Develop instant rapport that magnetically pulls people towards you
- Answer the age-old question of "How do I get others to do what I want them to do?"
- Turn your negative "naysaying" team members into positive "We can do it" team members
- Effectively resolve the conflicts that inevitably pop up in any interpersonal situation
- Motivate others with meaningful recognition that doesn't break your budget

### FORMATS:

Keynote can be customized from 30-90 minutes

### CLIENT ACCOLADES:

"Your keynote *helped us create a more positive work environment, peak performance, and adopt change more positively!* Over the years, I've coordinated many of these events for all levels of our organization, and your presentation stands out. It was simply, the best."

– Krag Swartz  
Director, Lunds Food Holdings

"Your keynote had the place buzzing. You'll be remembered not only for your insightful stories that drive home important points but also for the *practical, down-to-earth tools that enriched all our relationships on and off the job.*"

– Pam Head  
CEO, American Red Cross Central Plains

"Your program *improved people's self-confidence enabled a better understanding of how change can be positive, and led to an improvement in work relationships.* I rate the program a huge success."

– John Downey  
Head, Lloyds TSB, United Kingdom

"*You have a knack for knowing when to tell a story, when to teach, and when to get people up on their feet and involved.* The feedback on your presentation was overwhelmingly positive."

– Michael Bien  
Manager, Universal Computer Systems

### RELATED RESOURCES:

The following recommended resources will help your audience members retain and implement the strategies Dr. Zimmerman shares:

- The Relationship Factor: How To Make Bad Relationships Better And Good Relationships Great (CD album)
- Brave Questions: Building Stronger Relationships by Asking all the Right Questions (hardcover book)
- Teamwork Works: The Art Of Building Trust And Getting Cooperation (eBook)