



The Performance Network

*Because
Performance
Counts...*

...Who you count on is Important

Your most important Corporate Asset is your people. ***The Performance Network*** is aimed at protecting and measurably growing the performance of your precious employees.

Want to know how you're doing?

Ask your employees if they:

- Are aligned with the corporate goals and visions...because **they** want to be.
- Look up to and **emulate** their direct local management.
- Know, beyond a shadow of a doubt, that your company has **their** best interests at heart, as **they** see them.
- Can see **their** personal way to a **measurable difference** for themselves, the community, the world and the company...in that order.
- Have been **schooled** in all that they need to affect their personal and company growth.
- Can readily see **their personal gain** for their actions...and be measured and compensated for those actions.



When all is said and done,

Dramatic Results:

Getting your employees, Sales and Marketing and Human Resources aligned yields dramatic bottom line results.

Committed Employees:

- Generate greater output at a higher quality level.
 - More profits and satisfaction.
- Stay longer with the company...
 - Reducing training & replacement costs.
- Generate stronger customer connections which lead to...
 - Higher levels of customer retention, profitability and growth.

Commitment begins with front line supervisors, then the alignment and engagement process will be more successful. At ***The Performance Network***, your uniquely selected team has vast global experience in helping to create those Commitments.



what matters is what's *DONE!*

Alarming Data:

- Only 29% of US employees are energized and committed at work.
- 54% are effectively neutral.
- Disengaged employees cost companies \$300 Billion in productivity in the US.
- Disengaged employees interacting with customers, affect a 13% discount on goods and services, that equals lost profits.

...and the good news:

- Engaged employees deliver a **23% premium** to their companies.
- Engaged employees regularly **outperform** their counterparts in **sales, growth, and profit contribution by 2:1.**
- Engaged and aligned employees and their customers **outperform** their five largest peers by **26% in gross margin**, and **85% in sales growth.**
- If customer/employee alignment and engagement are high, their performance over baseline is **3.4 times greater.**
- A Fortune study of the Russell Index firms yielded a correlation between employee satisfaction and economic performance...and stocks on this list have **returned 5 times** as much to investors as the market in general.



Performance That Counts!

Closing the Gap

The Performance Network is a group of highly experienced world-class professionals passionately focused on the improvement of your Human Capital. Their **Diagnostic Guide to Human Performance Improvement**® is a tool that will be used regularly. All of their tools and processes are aimed at:

- Current situation assessment.
- Leadership/team and individual coaching.
- Reviewing and re-shaping
 - Hiring practices for local managers.
 - New skill sets for local managers.
 - Targeted action learning.
 - Performance reviews.
 - Individual and group coaching.
- Audience and message effectiveness.
- Initiative launch and nurturing methods.
- Measuring the outcome.

...their work and experience with major international firms will be engaged in the development and implementation of **Your Unique Solution**. When you work with **The Performance Network**, **You** get to pick your team from Subject Matter Experts with years of global experience.

Let us show you how we can help you get the most from your greatest asset...**your employees!**

what matters is what's *DONE!*

Global Connections



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