

▣ *Reasons Why Staff Training is a must for your Business* ▣

“What if I train my staff and they leave?” “What happens if you don’t and they stay?”

1. Positive & Productive Team Players

People who are learning and growing are generally happy people. When team players learn new skills and information, and get given an opportunity to implement ideas, it directly affects their self esteem and self confidence, making them happier, more positive people.

2. Increased Profits

Trained staff are more profitable to the business. Whether it is directly measurable through increased sales and client retention, or indirectly through better productivity and improved workplace relationships, the payoff for training your team is almost immediate.

3. Loyalty

Team players who are given regular training are generally more loyal to the business. They see that the business is investing in their personal and professional growth and therefore feel a sense of loyalty in return. Providing opportunities to up-skill in the long run is far more valuable to a person than an increase in salary.

4. Branding & Reputation

Businesses that provide regular training and development for staff have a stronger branding and reputation than those businesses that don’t. Also a business is more likely to attract a better quality of employee if they provide training through the reputation that is created.

5. Consistent Standards

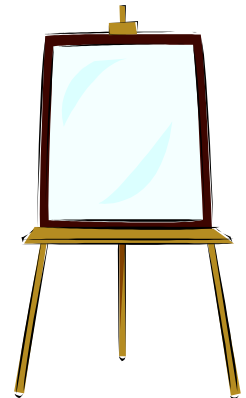
When a team is all on the same page as far as the standards of the business go, the business owner can be more confident that systems are being followed and that the client or customer is receiving the same high quality of service from all team players

6. Creativity.

Exposing team players to new ideas and skills, and having them mix with employees from other types of businesses, encourages them to come think outside the box and look for creative solutions for the business. Time away from the usual work environment, allows minds to be stretched and it’s amazing what this can do for a team players enthusiasm and thinking power.

7. More Coherent Team

A team that trains together wins together! When a team is positive, creative and has improved communication skills, they automatically become a tighter group that strives for the success of the business. They become better leaders of their own lives and in return better leaders in the work place.



Staff Training – Can You Afford Not To?

You are either green & growing or ripe & rotting!

Whatever you think about business...

...think the
OPPOSITE

□ reasons why the *NCB Eagle Staff Training Membership* is different from any other staff training program

1. Save yourself time, money and hassle

- Your team can enjoy **unlimited training** in each of the seven specialised modules.
- Each module is offered 7 times a year, in Brisbane and on the Gold Coast. This means there are 48 workshop days a year offering you **flexible times** to train your team.
- Research shows that replacing a staff member can cost your organisation as much as \$50,000.
- If you lose a team member you can nominate another team member at **no extra cost**. This ensures all **new staff can be trained quickly to the current level of your existing team**.
- Trained team players are **loyal team players**.



2. Achieve greater results by empowering your team with new skills

- Our course content is designed and delivered to meet the specific requirements of today's business.
- Our courses will give your team the **tools to manage themselves** that will allow your staff to reach their full potential by empowering them and letting them take charge of producing results.
- Your team will learn how to **communicate effectively and build rapport** within the workplace as well as your external clients.
- Your team will learn how to recognise the four main behaviour types and how to use this **build profitable business relationships**.

3. Increase your profits by enhancing your teams productivity

- **Your team will become more effective** in what they do – this will allow you to achieve greater results in your business and your day.
- A great benefit will be **freeing your self** to work on growing the business with fewer **management challenges and a happier more productive team**.
- Your team will learn how to manage their time better and be more productive and effective which significantly **reduces the burn out factor**.
- Your team will have the opportunity to develop successful communication, bonding and **foster healthy competition**.

4. Save time and money by offering your team a great learning environment

- Research tells us that with traditional training methods that less than 5% is implemented by staff.
- Our campuses are specifically and purposely designed to create a **highly stimulating environment**. It has been proven that when you get your team off site for team development they are **more receptive to information and learning**.
- We use accelerated learning techniques incorporating, visual, auditory and kinaesthetic teaching strategies which means that your team will **absorb more information in a shorter time**.
- It is proven that **repetition stimulates permanent behaviour change**, and your team will want to take action immediately.

5. Enjoy less stress and fewer frustrations with the support of the NCB team

- Our course **coaches are contactable at any time**. If a team member needs to discuss any issue our course coaches they will have contact details and can contact as required.
- This will keep them enjoying the **success and avoid them sliding back** to old habits.
- One of the most powerful factors of our course is that our participants **represent a variety of industry and sales environments**. This enhances the creativity, stimulating thoughts, ideas and learning out comes which are then followed up with participants taking actions that can be **implemented in their own environment**.
- **Our information is street smart and immediately actionable!**