



EITAN SHARIR

CONNECTING TEAMS . CULTURING SUCCESS



Culture of Excellence Program Overview

Connecting Teams. Culturing Success. Through his Culture of Excellence program series, Eitan Sharir helps organizations connect teams and culture success in the areas of corporate culture, leadership, sales, customer service, operations and teams. Using a unique three-phase process, Eitan’s programs enable organizations to achieve both *an immediate impact and sustainable results* from their corporate development programs.



Culture of Excellence
Connect your corporate culture to performance and results by engaging and aligning your entire organization to your strategic objectives. It’s your answer to measurable results in productivity, revenue & retention.



Leadership Excellence
Leadership skills training alone is not enough. Take a culture-first approach to leadership development and create the long-term, sustainable results you need to achieve excellence.



Sales Excellence
Your sales team needs more than skills training. By creating a mindset of sales excellence and introducing the right coaching skills, you’ll get the immediate and sustainable sales results you’ve been waiting for.



Customer Service Excellence
Build a mindset of customer service excellence organization-wide and achieve the service excellence experience that will keep your customers coming back and create more business for your company.



Team Excellence
Every team in your organization contributes to your bottom line, profit and growth. Move beyond team building activities to realize the type of alignment, collaboration and performance you need to achieve excellence.



Operational Excellence
Move beyond LEAN processes and quality control. Give your teams the mindset, skills, and coaching they need to improve productivity and achieve performance goals you never before thought possible.

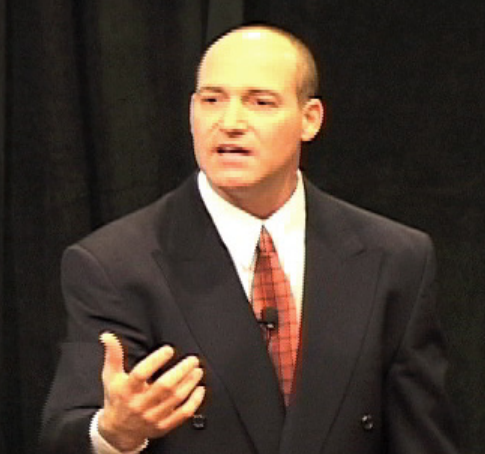


Results you can expect from Eitan Sharir’s Culture of Excellence programs:

- Aligned organization working toward a common purpose.
- Motivated and productive high performance teams.
- Engaged and inspired employees.
- Improved employee retention.
- Increased productivity, performance and profits.

“Eitan helped change the mindset of our leaders... and showed us how culture is absolutely important in terms of gaining a competitive advantage.”

José R. Dino – Vice President, TELUS Sourcing Solutions



**“EITAN HELPS ORGANIZATIONS
MOVE TO THE NEXT LEVEL
OF SERVICE, BUSINESS RESULTS AND
REVENUE GENERATION.”**

Practical, Results-Oriented Approach for Powerful Results

A culture of excellence in which every employee is aligned with the values and vision of the organization and working toward a common goal is an absolute requirement for achieving top levels of performance, productivity, and bottom-line returns.

Building this culture of excellence doesn't happen overnight. But with Eitan Sharir's practical and proven fully customized three-step process, you will build a sound foundation of excellence organization-wide, inspire individual teams toward their specific performance goals and sustain your culture of excellence for the future.

A Three-Phase Approach to Creating an Immediate Impact and Lasting Change

While most corporate development programs tend to focus mainly on skills training alone, Eitan Sharir has introduced a three-phase process that includes:

- **Phase 1: Mindset and Culture:** This upfront piece is designed to change the mindset of every employee so they are engaged and aligned with the goals of the organization and prepared to learn and retain essential skills.
- **Phase 2: Skills Training:** In this phase, teams learn the essential skills needed to perform their roles. This is the phase that is typical to most corporate development and training programs.
- **Phase 3: Sustaining Excellence:** Team leaders are provided with specific skills to support their teams in sustaining this new standard of excellence over time.

The reason many corporate development programs only produce short-term or mediocre results is because they focus only on the second phase, skills training:

- An upfront phase on mindset and culture is essential to ensuring every team member is engaged. This is what causes the immediate impact from skills training organizations are looking for.
- A final phase on effective leadership, customized coaching and accountability is essential to ensure engagement and skills learned are sustained over the long term.

Take the Next Step to Connecting Your Corporate Culture to Performance and Results

Contact Eitan to discover what highly successful organizations are doing to maximize value from their training and development programs, and learn how you can connect your culture to performance and results. 604-926-6465 or eitan@eitansharir.com.

About Eitan Sharir and Dynamic Achievement Group

Eitan Sharir is a corporate culture consultant, leadership coach, and founder of Dynamic Achievement Group. For more than 18 years,

Eitan has helped some of the world's leading organizations, including London Drugs, TELUS, VanCity and Coca-Cola, connect their teams and culture success in the areas of corporate culture, leadership development, sales, customer service, operations and team building. Eitan is also a keynote speaker and author of *Activate Your Power*.

“Eitan catapults you forward in your business. I've never met anyone with Eitan's courage, energy and passion, and ability to cajole positive thoughts even from the most non-committed of the team.”

Don Robinson - Director of Food and Beverage, River Rock Resort



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Culture of Excellence Programs

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