

Business owners and managers, why is it so hard to improve performance?

Quality interactions quickly get you the information.

On the surface, the problem and solution seem simple enough. Why are owners and managers frustrated at trying to improve organizational performance? The quality of our interactions is getting worse.

Why does getting information have to be so difficult?

Being short on time, we rush our interactions with employees, customers and others. Spending less time interacting results in getting less information. The frustration of not improving performance is noticed at the surface while hiding a much larger issue.

It doesn't have to be that way.

Imagine what you could do with the time by not constantly attempting to solve the same issues over and over again. Avoid the expensive mistakes that could have been resolved quickly if everybody was on the same page. Ever wonder what an engaging workforce that quickly identifies problems and solutions looks like?



You're not alone.

The Internet has sparked another business revolution. Technology was supposed to help us quickly get the information we need to make better decisions. What happened? It back-fired. We're inundated with email, voicemail, cell phones, and pagers going off, all the while going from one meeting to the next. We rush out of one fire and into another. It's no wonder our interactions are poor. Who takes the time? The result of poor interactions is lower productivity and higher cost that don't show up on the financial statement.

Working today requires that we search for information.

At times getting information may seem complex when you don't take into account that the workforce is changing. Leaders are bombarded with one tough decision after another leading the organizational transition into the new Digital Age. Managers barricade themselves inside their office to get their own work done all the while undermanaging the workforce. The workforce is not engaged at the same time the customer is demanding an emotional experience. All of these factors adds complexity to our interactions, making it difficult to improve performance.

Download the free White Paper at www.leogillen.com discussing how we can reduce the complexity to our interaction while getting the information we need. You may call (740) 9470-2700 to discuss in greater detail how these cost do not show up on the financial statement.