



How to Build a High Trust, High Performance Business: Getting the Best from Employees, Suppliers – and Customers!

Do you want to improve collaboration and commitment with the people you work with? Dan Montgomery, Executive Coach, will teach you a simple four step process to improve buy-in, accountability and performance.

This presentation is available as a 20-40 minute keynote presentation, or as a workshop that can be offered in half day, full day, and two day formats.

Topics include:

- Why trust matters to your bottom line more than ever
- Impact of trust on virtual teams, matrix organizations and supply chains
- How trust is built or destroyed
- The four steps to a high trust, high performance business:
 - Shared Vision
 - Healthy Agreements
 - Focused Action
 - Feedback

Benefits for participants:

- Increase your organization's capacity to adapt, innovate and implement new strategies
- Create greater management and employee focus on company vision and goals
- Build collaboration among managers, employees, suppliers and other stakeholders
- Increase commitment and accountability
- Build a high trust, high innovation culture
- Resolve problems and performance issues constructively

Who should attend?

- Senior executives and management teams
- Entrepreneurs building new organizations
- Project leaders and managers
- Managers in matrix organizations
- Supply chain managers
- Social entrepreneurs involved with multiple stakeholders

What you will learn:

- How to bring out the collective intelligence of a team
- Three skills you can learn to improve your ability to trust others, and gain their trust
- How to walk out of a meeting with a clear game plan
- Graphical planning and communication tools to create a focused “line of sight” for everyone in your organization or supply chain
- How to use metrics and scorecards to improve focus and performance
- Dealing constructively with performance breakdowns
- The three sweetest words in the English language



Dan Montgomery

Dan's workshops and coaching services address the personal and organizational challenges of leaders building organizations and addressing today's concerns with sustainability, transparency and accountability, virtualization, technological change, and innovation.

His specialty is helping business owners, executives and management teams to assess current performance, align actions around common strategies and goals, and deal with issues of trust, commitment, and performance.

His entertaining and provocative talks and workshops integrate emerging perspectives about business performance and valuation, leadership, and social systems into practical everyday business and personal practices.

Dan has a 30 year background as a management consultant and executive coach, and as a manager, counsellor, and trainer. His previous professional consulting experience includes work with both Accenture and Ernst & Young. Dan has been an independent coach and consultant since 2002. He has worked with clients in a variety of industries, including technology, energy, financial services, construction and health care. Current clients include emerging technology companies, not-for-profits, multi-sector initiatives and Fortune 100 companies.

Dan has an MBA from the University of Colorado, as well as a Masters in Psychology from Naropa University, in Boulder, Colorado. He is also a graduate of the Newfield Network's highly regarded coaching program, and holds the Certified Management Consultant (CMC) designation.

For more information, visit: www.blue-opal.com