

High performance training.



FUELING PROFESSIONAL GROWTH

What allows powerful organizations to rise to the top and remain there?

Put simply – it's your people. In a business environment characterized by accelerating change and global competition, the need for high performing people has never been greater. Today's senior executives and managers find themselves engaged in a continuous struggle to keep their people motivated and performing at a level that enhances the organization. Your competition can copy your products and service – but they cannot copy your people.

The measure of our  
management training success  
can be found in  
the company we keep.

TOMMY HILFIGER CANON 7UP



CANADA POST NISSAN

At Witz, we believe that powerful organizations become industry leaders by daring to retool their best people. Witz serves leaders, managers, sales people and HR professionals in dozens of industries across North America, providing high performance teams with the resources necessary to build and maintain powerful organizations. Witz Training creates finely tuned corporate cultures in which limiting or nonproductive patterns are eliminated, strategic thinking is generated, core competencies are perfected and committed actions are taken to produce consistent results.

Welcome to Witz High Performance Training – Fueling Professional Growth.

# Is your leadership primed to take your organization into the future?

Acknowledged as the leading force in the application of high performance training technologies to mainstream business practices, **Witz SmartLEADER™** Leadership Training has assisted many of North America's most prestigious organizations in achieving a quantum leap in performance.

With a focus on you, the proven Witz approach leaves company leaders with the ability to produce exceptional results that will expand and sustain themselves over time. Witz High Performance Training creates dynamic leaders poised to take on the seemingly impossible.

Witz **SmartLEADER™** clients have produced extraordinary results across a broad range of management and organizational functions:

- Top-down visionary leadership
- Elimination of departmental barriers and development of fresh and creative solutions
- Development and creation of a sustainable culture of excellence
- Champion change

- Creation of powerful relationships that increase productivity
- Exceptional management and management team performance
- Sales and marketing excellence and mastery
- Committed and bold actions designed to deliver in the present and fulfill on the created future of the organization
- Powerful accomplishments through teamwork, trust and respect throughout the organization
- Effective decision-making
- Attract and retain the best leaders

## WITZtip

To help people reframe their past experiences – you must create a new, powerful framework for them to step in to.



“There is no question that Witz High Performance Training programs have provided our people with new and powerful leadership skills that have significantly increased our effectiveness.”

Nissan Canada

“Witz SmartMANAGER™  
has turned our  
average-performing  
managers into  
high-performing  
team leaders.”

Tommy Hilfiger

Tommy  
Hilfiger

## The reality facing managers today.

The majority of managers are left on their own to formulate a management style. Most eagerly approach the challenge and soon find themselves in over their heads trying to figure out what to do.

This can translate into serious organizational issues that may have long-term implications on the growth and performance of your business.

Witz SmartMANAGER™ Training is considered to be one of today's most effective programs in training managers to become powerful “intrapreneurs” who possess the skills required to manage themselves and their teams to deliver unprecedented bottom line results.

Managers, supervisors, team leaders and group leaders will be provided with the training required to re-invent themselves and their teams to take personal responsibility for creating and regenerating a high performance organization.

Witz SmartMANAGER™ clients have produced extraordinary results across a broad range of management and organizational functions:

- Shift to advanced communication models

- Build an environment of trust between management and employees focused on a common goal
- Communicate effectively to achieve sought after results
- Champion change
- Creation of powerful relationships that increase productivity
- Exceptional management and team performance
- Refine negotiation and daily interaction skills
- Remove roadblocks that impede task and project completion
- Powerful accomplishments through teamwork, trust and respect throughout the organization

### WITZtip

48% percent of your people leave your company...  
not because of the company – but because of their managers.



**"I look at the Witz training as a gift to my staff. It has translated into objective-based communications, consistently solid sales and overall faster turn-around for my team."**

Davis + Henderson

## Sales is making your product the buyer's idea.

Good salespeople know their products. Great salespeople know their customers. Exceptional salespeople know themselves. Witz SmartSALES™ Training creates exceptional salespeople – individuals focused on delivering unprecedented results for the organization and for their clients.

Witz SmartSALES™ Training provides salespeople, sales managers and customer service representatives with the advanced communication and service skills needed to create connections with clients that lead to the achievement of outstanding sales results. Client needs are flawlessly executed, client wants are anticipated and fulfilled, and a trust-based relationship is honed to keep the competition at bay.

Witz SmartSALES™ clients have produced extraordinary results across a broad range of sales and organizational functions:

- Shift to advanced communication models
- Build an environment of trust between the organization and clients

- Listen effectively to achieve sought after results
- Champion solution/benefit selling to an advanced level
- Creation of powerful relationships that increase sales performance
- Apply rational and emotional framing to gain trust and commitment
- Incorporate solution visioning to pave pathways to agreement
- Recognize cues in the sales process to help close the sale
- Decrease customer attrition

### WITZtip

Seek first to listen and understand before trying to speak and be understood.

**Witz High Performance Training Programs include:**

- SmartLEADER™
- SmartMANAGER™
- SmartCOACHING™
- SmartSUPERVISOR™
- SmartSALES™
- SmartPRESENTER™
- SmartSERVICE™
- SmartHIRING™
- SmartENGAGEMENT™
- SmartEMAIL™



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become industry leaders by  
daring to retool their best people.”**

A handwritten signature in white ink, appearing to read 'Paul Witz'.

Paul Witz



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