

# "What Makes 'Em Tick and What Ticks 'Em Off!"

A program specifically designed for . . .

Executive & Leadership Teams ~ Sales & Customer Support Professionals ~  
HR/Recruiting Professionals ~ Operations & Cross Functional Teams



***Retain Your Rock Stars, Attract Ideal Clients, Master Difficult Conversations!***

In this high energy, content rich, interactive program, Will Matthews provides your team with tools and knowledge to create immediate, positive results within teams and with customers.

*Offered as 2 hour or 3 hour sessions*

## **Participants will learn how to:**

- Lead the market in both sales and recruiting. Know what creates "Go/No Go" decisions with customers and potential new hires.
- Improve your customer's experience. People do more business with people that they relate to, period!
- Decrease employee turnover. Exit surveys show that the # 1 reason employees leave is they don't feel a bond.
- Reduce poor performance and absenteeism. Employees that have a strong connection to their manager and team are more engaged and miss fewer workdays.
- Increase return to shareholders. Strong teams equipped with powerful communications skills produce and innovate more.

## **BONUS:**

### **Increase Executive/Professional Presence**

**Confidence and impact** are improved when mental and emotional state are maximized. Those attending the three hour (half day) training will also experience a powerful three-step model for mastering their mental and emotional state so that they can **deliver their "A" Game on demand** at any time instead of just hoping that the "A" Game shows up when they most need it.

### **Why?**

Because it takes the "A" Game to:

- ◆ Deliver excellent presentations
- ◆ Lead with precision
- ◆ Get more business deals done

**"Will Matthews is going to impact your future, your life and your fortune."**

Mark Victor Hansen, co-author of *The Power of Focus* and the *Chicken Soup for the Soul* book series

# RESULTS

## PARTIAL CLIENT LIST

Price Waterhouse Coopers • Mass Mutual Financial • Twitter • Vail Resorts • CareerBuilder.com  
State Farm Insurance • Johnson & Johnson • Northwestern Mutual Financial Network • Denver Water Board  
Encana Oil & Gas • Colorado Oil and Gas Association • SunGard Availability Services • University of Denver  
Vistage International • EnviroTech Services • I2 Construction • Western Energy Alliance • CO Secretary of State



### WHAT PAST AUDIENCES WANT YOU TO KNOW ...

"Will's communications and mindset methods deliver not only career breakthroughs but personal ones as well . . . Will has played a huge part in the success of our team; we have attained the financial results we wanted in less time that I thought possible . . . Through Will, we shaved months off of our learning curve and got the results that I was looking for . . . Will has a unique insight into what it takes to start and run an entrepreneurial business . . . He shares keen insights into what makes people and relationships work . . . Throughout the seminar, he had an uncanny knack for building on the discussion and focusing in on key issues that helped our team walk away inspired, motivated and energized . . . He was exactly what we hoped he would be: motivating, practical, and authentic! . . . We can't wait to have Will back! . . . Will's process created a permanent shift in our operating team. We have him to thank for our uptick in revenue and new customer acquisition!"

*Full versions of testimonials available at [www.mpgcoaching.com](http://www.mpgcoaching.com)*

## BIOGRAPHY

Will Matthews is a Board Certified Professional Coach and is CEO of Matthews Performance Group, a professional development and training company. Over the past eleven years, he has coached over 500 executives and professionals in organizations ranging from Fortune 100 companies to early stage start ups. He has developed high performing sales and marketing teams and advanced the careers of hundreds of business leaders through his workshops and seminars. Will recently led the Sales and Marketing Team for Encana Natural Gas, Inc., a \$ 16.7 billion energy company and prior to that served as Vice President of Sales and Marketing for Ensign Energy Services, a \$2.4 billion oil and gas services company. Will is an Expert Resource Speaker for Vistage International, a global CEO and Key Executive Leadership Forum. He is the author of the soon to be released book titled, "You've Got This!" which will be published in December 2015.

### OUR PROFESSIONAL DEVELOPMENT SUITE ALSO INCLUDES:

Executive Coaching  
Group/Team Coaching  
Team and Individual Retreats  
Team and Leadership Development Sailing Adventures  
Success Tips and Strategies Newsletter

**"How You and Your Team Show Up Makes All the Difference!"**

**To Book Will Now:**

Call Kelly Johnson at **720-300-6310** or [info@mpgcoaching.com](mailto:info@mpgcoaching.com)

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