



# Dr. Nick Bontis

Accelerating Performance



## THINK AHEAD! TAKE A KNOWLEDGE JOURNEY

Are you overwhelmed by information bombardment? Do you have too much to do and not enough time to do it? By the 1930's, all the information that existed in the world doubled every 30 years. By the 1970's, this rate shrunk to 7 years. By the year 2010, all the information that exists in the world will double every ??? Information bombardment is the single most damaging threat to productivity. But, it doesn't have to be this way. Why not transform this threat into a sustainable competitive advantage for you and your firm? During this enlightening and action-packed presentation you will learn how to:

- cope with information bombardment
- improve your ability to manage change
- lift productivity and efficiency
- speed up innovation
- achieve industry leading competitiveness

## THE ULTIMATE PERFORMANCE ACCELERATING ACTIVITY FOR TEAMS

Employees spend in excess of 50% of their time looking for answers and then spend 20% of their time replicating answers for others. Is your team suffering from the same dilemma? Does your team seem to be spinning its wheels? High performance teams are supposed to harvest the synergy embedded in all of their members to create value above and beyond what each person could do on their own. During this inspirational and engaging presentation you will learn how to achieve your team's full potential as well as:

- enhance team collaboration and coordination
- avoid waste and duplication costs
- promote knowledge sharing vs. hoarding
- accelerate your team's productivity
- unleash new ideas and creativity

## A COMPETITIVE EDGE FOR LEADERS

The average Fortune 500 company loses \$64 million dollars a year because of ineffective knowledge sharing. Firms generally leverage only 2% of their employees' talent, which is also the #1 reason why employees leave their jobs. As your organization's leader, it is your responsibility to make sure that your firm is fully engaged and operating at optimum capacity. Unfortunately, some leaders misallocate their resources. Or worse, some leaders have no clue what strategic initiatives are necessary to achieve great performance. Let Dr. Bontis navigate you towards the best performance you have ever experienced. Using a unique causal modelling methodology he developed you will learn how to:

- understand exactly what impacts revenue and profit
- decrease expenses by reducing waste
- retain loyal and committed employees
- appreciate exactly which investments are worth making
- optimally allocate your scarce resources

**SELLING IN THE NICK OF TIME**

Today's sales environment is competitive and complex, with businesses selling through many channels including direct marketing, value-added resellers and e-commerce. To stay ahead of the game you need to learn how to sell "in the Nick of time". The days when customers relied solely on the salesperson for information are long gone. Information is abundant and at everyone's fingertips. Successful salespeople use customer knowledge as their main competitive weapon for nurturing long-lasting relationships. Learn how to attain loyal and committed customers, with less effort than ever before.

- discover tomorrow's trends today, keeping you ahead of the curve
- embrace the concept of "Re" which will keep you current and topical
- learn the one sales tool that will have you working smarter not harder
- empower the analytical skill within you to provide more than just information
- experience synergies never before realized with your sales and marketing team

**COMBATING THE BIGGEST THREAT EVER! ORGANIZATIONAL DEMENTIA**

Baby-boomers carry a massive amount of know-how in their heads and are generally responsible for the smooth functioning of almost every organization. They hold a lifetime of experience and expertise, and soon they will simply walk out the door. Capturing this intellectual capital (brainpower of the organization) before the imminent threat of retirement is a crucial task for every manager. However, do Gen Xers and Gen Yers realize their role in sustaining the memory of every organization. Furthermore, does your organizational leadership appreciate that something must be done now instead of later? During this presentation you will learn :

- how to turn this pending threat into an advantage
- what challenges lay ahead
- how to ensure a smooth transition
- why various scenarios of knowledge loss affect performance in different ways
- what you can do to retain more critical knowledge in the face of major turnover