

## Leadership in the Era of Stellar Client Centered Services

Presented by:

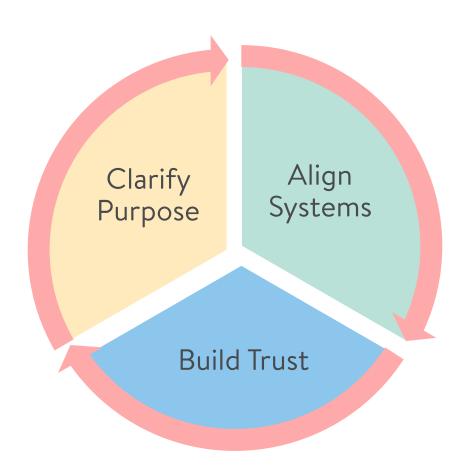
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**Altarum** 





## Agenda



#### Staff Engagement





"Engaged" employees:

Those who are involved in, enthusiastic about, and committed to their work and contribute to their organization in a positive manner.

### State of the American Workplace 2017



#### ▲Engaged 33%

 Engaged employees work with passion and feel a profound connection to their company. They drive innovation and move the organization forward.

#### ▲ Not Engaged 51%

 Not Engaged employees are essentially "checked out." They're sleepwalking through their workday, putting time — but not energy or passion — into their work.

#### ▲ Actively Disengaged 16%

 Actively Disengaged employees aren't just unhappy at work; they're busy acting out their unhappiness every day, these workers undermine what their engaged coworkers accomplish.

#### Employee Engagement



- ▲ If your organization were a 10-person crew team, statistically speaking:
  - 3 employees are rowing with all their hearts
  - 5 are just along for the ride, looking at the scenery
  - 2 are trying to sink the boat



#### Cost of Low Staff Engagement

#### Disengaged

- 65% more turnover
- 28% more theft
- 37% more absenteeism

#### **▲**Engaged

- 10% better customer ratings
- 21% more productivity
- 22% more profitability

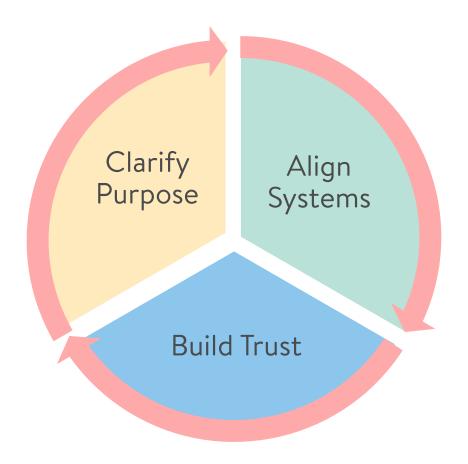
#### It's Your Ship



"Empowering means defining the parameters in which people are allowed to operate and then setting them free."



## Align Systems





The deepest principle of human nature is the craving to be appreciated. ~ William James

# Attitudes are Contagious

Is yours worth catching?

- > Abundance
- ➤ Possibilities
- **≻**Collaboration



#### 2018 Webinar Series





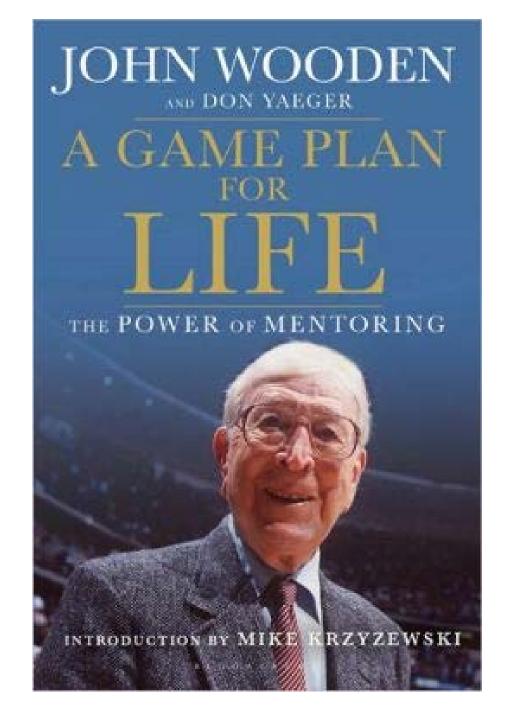












"...the word
"mentor" is both a
verb and a noun. It
is simultaneously
something you do
and something you
are."

-John Wooden

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Q & A

Thank You!!!

