



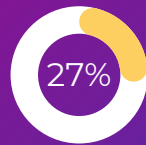
# Make Motivating Your Teams Easy

## Your Team is Unique

Every person has their own Motivators, personality, strengths, weaknesses, challenges and aspirations (both personal and professional).

So, how do you motivate each person, and ensure they're all pulling together to create a reliable and high-performing team?

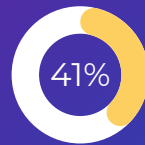
### The Business Case for Motivation:



Higher Profits



More Productive Teams



Reduced Absenteeism



#### Powerful Data

Understand what motivates your team at an individual, team, & organisational level, & how motivated they are.



#### Fast, Easy, & Insightful

Get results in just 15-minutes from a reliable & confidential online diagnostic.



#### Limitless Potential

Motivate your teams through recruitment & promotion, one-to-one coaching, development reviews, team workshops, & more.

#### Why guess at what motivates your team?

Understand and harness 'The Power of Motivation' with our ISO-accredited Motivational Maps. This tool accurately diagnoses what each person wants & needs from their work, and how well their 'wants & needs' are being met.

First, the 9 Motivators form the language of motivation, enabling you to understand, predict, influence and discuss your team's 'wants and needs' comfortably, and understand why some people click or conflict.

Then, use the reports WITH your team members for more engaging one-to-ones, development, and career conversations.



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# /// The Benefits of Motivational Maps



## Increase Self-Awareness & Empathy

Gain a deep understanding of what drives each team member, fostering both self-awareness and awareness of others. This allows for more personalised and effective management strategies, reduces conflicts, and helps team members play to each others' strengths.



## Reduce Employee Turnover, Absenteeism, & Recruitment Costs

Identify your potential flight-risks early, and take proactive steps to retain your talent. Use the individual, team & organisational data to discuss how you'll address unmet wants & needs.



## Boost Teamwork, One-to-Ones, & Resolve Pockets of Low Employee Engagement

Empower Your Recruitment, One-to-Ones, Development Reviews, Teamwork, & Reward Strategies.

"It has given me newfound clarity and understanding of my primary motivators and has shed light on my past decisions, making sense of my career trajectory and personal choices. The session was eye-opening, and I feel more empowered to navigate my professional and personal life with a clearer understanding of what I need to be motivated, happy, and successful."



**Will Hopwood**  
Accountant  
Dains Accountants

**"It's actually a joy to manage people now!"**



"Developing this understanding means that our whole team works together. They really understand each other better, they play to each other's strengths, and so the team is stronger. They perform better, not just in performance, but overall."

**Sarah Smith**  
Group Operations Director  
A-One Insurance Group



## What Motivates You?



### Relationship Motivators



**Defender**  
Security, Certainty, & Stability



**Friend**  
Belonging, Involvement, & Rewarding Relationships



**Star**  
Recognition, Respect, & Social Esteem

### Achievement Motivators



**Director**  
Responsibility for, & Control and Influence of People



**Builder**  
Money, Material Rewards, & Above Average Living



**Expert**  
Knowledge, Specialism, & Mastery

### Growth Motivators



**Creator**  
Original Thinking, Experimenting, Innovating



**Spirit**  
Freedom, Make own Decisions, & Independent



**Searcher**  
Meaning, Purpose, & Making a Difference



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We are Senior Practitioners, coaching and training people globally in the power of motivation, leadership and management, including 'Train the Trainer'.