



Putting the spotlight
on your team to build
organisational value.

Pivotal Performance brings
together the elements of business
disciplines and interpersonal
interaction necessary for high
performing teams.

It is a unique program for leaders
and teams who want to achieve
awesome results.



pivotalperformance
ACHIEVING AWESOME RESULTS

Pivotal Performance creates new ways of thinking

Pivotal Performance creates new ways of thinking and behaving for leaders and their teams that will have a lasting impact on individual and team results.

Pivotal Performance is most relevant where your team is:

- Responsible for significant or high profile budget and revenue
- Integrating people from different areas – restructures and mergers
- Implementing a new strategy
- Seeking significant performance improvement
- Experiencing a downturn in productivity after significant staff turnover
- Under pressure to deliver results quickly



Pivotal Performance develops and embeds new habits around how the team operates. It integrates team, business and individual assessments with action oriented development workshops, coaching, metrics and business meeting reviews.

Based on extensive global research the program creates a framework for sustainable change in behaviour and performance.

It provides a framework to:

- Create shared purpose
- Build trust and commitment that holds each other accountable
- Create a sustained focus on outcomes

“High-trust organisations total return to shareholders is 286 percent higher than low trust organisations”

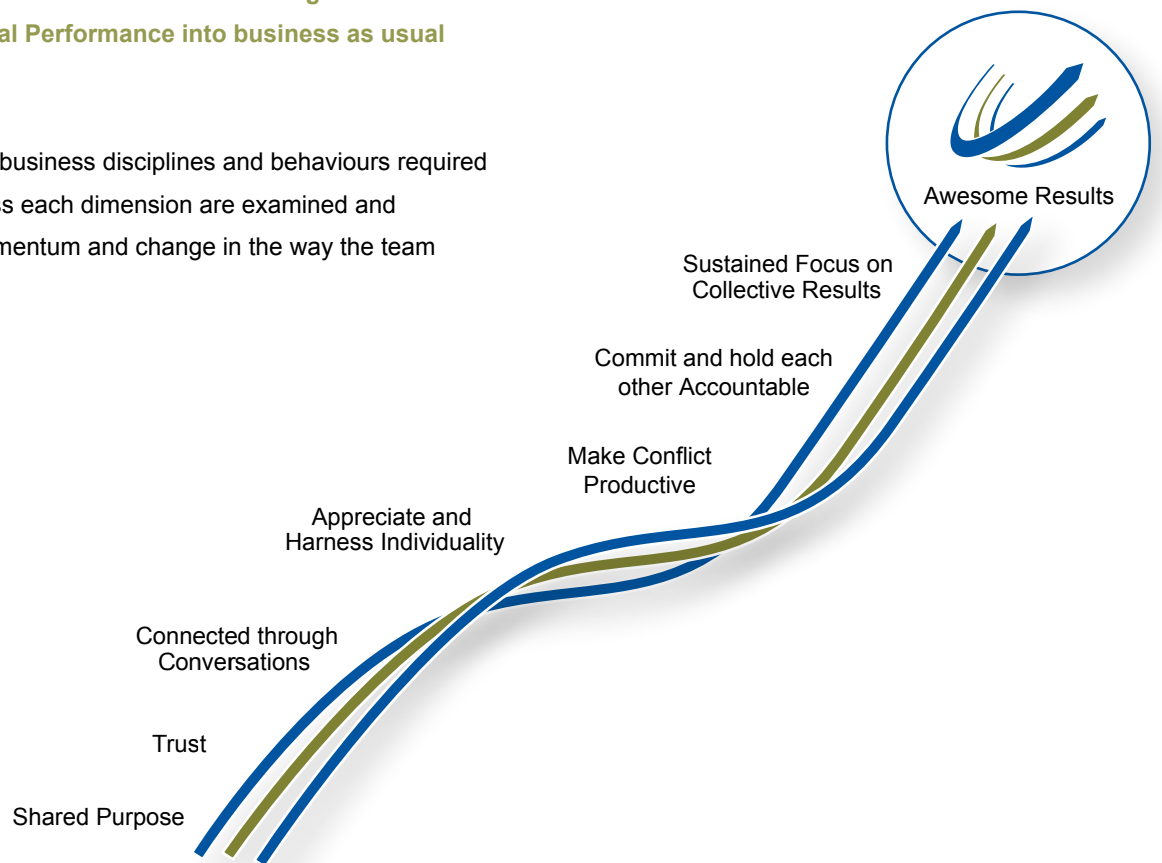
(2002 Watson Wyatt)

Pivotal Performance creates trust - and that impacts your bottom line

The 7 dimensions of Pivotal Performance

Awesome results are achieved when a team integrates the 7 dimensions of Pivotal Performance into business as usual practice.

Within the program the business disciplines and behaviours required of team members across each dimension are examined and developed creating momentum and change in the way the team interact and perform.



The difference it makes

- ✓ Increased productivity – with more time spent building value
- ✓ Better and faster decision making
- ✓ Teams that harness their strengths for success
- ✓ A team that is connected, flexible, engaged and with genuine commitment to the goal
- ✓ Clear metrics providing feedback and the momentum to sustain growth
- ✓ Reduced costs - less turnover and recruitment, less time spent on wasted or unproductive interactions

“ Only 39% of employees believe managers do a good job confronting issues before they turn in to major problems”

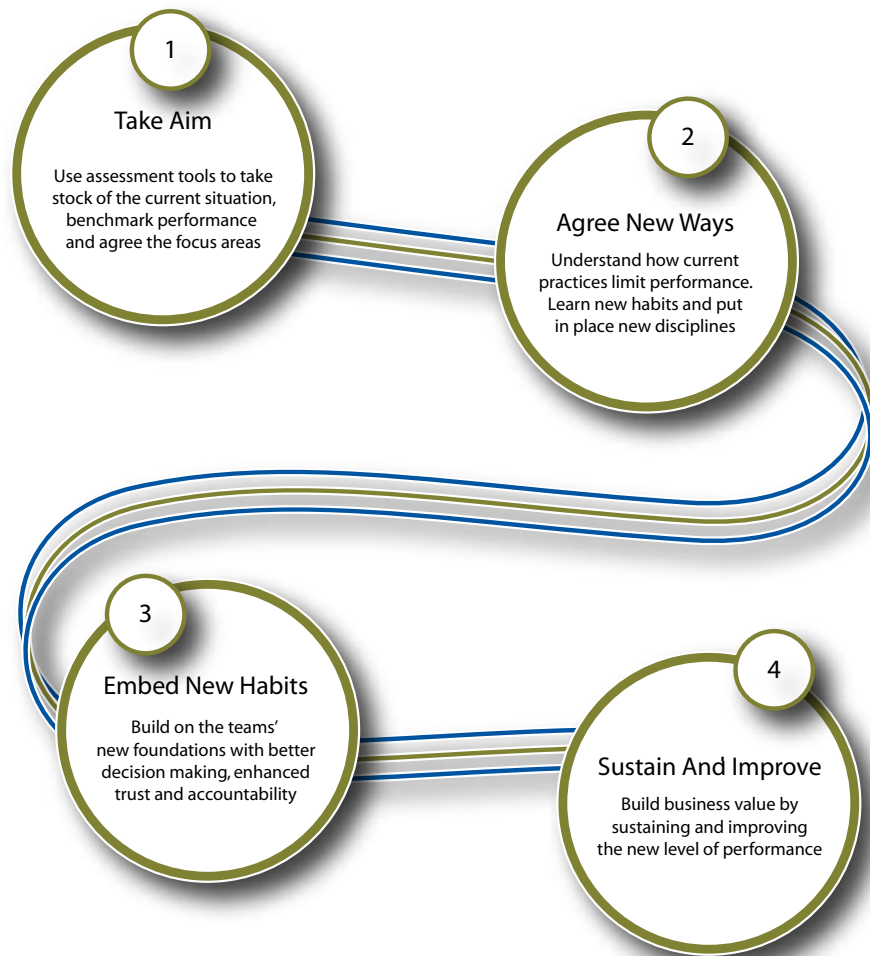
(Mercer)

Pivotal Performance gives all the team the tools to confront issues and make things happen

Making it happen

The Pivotal Performance program is a structured approach that combines focused assessments, workshops, coaching and measurement reviews that support sustainable success.

There are 4 phases to the program:



Stepping forward

Step 1 - Recognise that now is the time for your team to become outstanding

Step 2 - Take aim and get started with the Pivotal Performance Assessment

Step 3 - Achieve awesome results by committing to the Pivotal Performance program

Can your business afford to carry on doing things the way you are, achieving the results you always have? To harness the untapped potential within your team contact us about Pivotal Performance.

Pivotal Performance is a joint offering of Canvas4 and Kandula



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