



MIKE LIPKIN

RESEARCHED MOTIVATION AND PERSUASION

How To Become a Champion Collaborator

80% of your time is spent in meetings, on the phone or responding to e-mails. Your engagement in collaborative activities has increased by 50% over the past five years. The complexity of your environment is accelerating even faster.

Anything that is worth anything can only be achieved through others.

Collaboration is the biggest theme in the workplace today. It is defined as: working effectively with other people or groups to achieve a mutually desired result.

It seems like it should be a natural instinct, but it's not. Highly effective collaboration is not the norm. So what gets in the way of highly effective collaboration? Environics/Lipkin research has revealed five key barriers:

1. Lack of purpose.
2. Lack of perspective.
3. Lack of trust.
4. Lack of expertise.
5. Lack of enablers.

Here is the secret sauce of Champion Collaborators in a single sentence: Champion Collaborators help others succeed in a way that motivates others to invest more time and resources with them. So are you a Champion Collaborator? How do you know?

In this breakthrough program, Mike Lipkin will share the ten researched ways to become a champion collaborator:

1. Inspire yourself.
2. Know the world. Know your industry. Know your company.
3. Focus on what counts.
4. Run towards the problem.
5. Promote your promise.
6. Use technology to amplify your impact.
7. Create a collaborative framework.
8. Get comfortable playing outside the lines.
9. Protect yourself against cynicism.
10. Train like an athlete.

*Mike Lipkin has helped over 1000 companies in 43 countries collaborate like champions, And he'll do the same for your team. Call him on **416 969 2822** to explore the possibilities.*