

**Brian O'Reilly** is a graduate of Ryerson University and a member of the institute's Sports Hall of Fame. At the age of 17, he began coaching and giving seminars on human potential. For the past 30 years, Brian has coached business executives, professionals and Olympic athletes, giving them the tools required to develop the relationships needed for success. Brian's passion and understanding of human behavior is a proven catalyst in organizations and individuals, helping them reach new levels of effectiveness.

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**[www.humanpotentialplus.com](http://www.humanpotentialplus.com)**

Helping people to look at how they do what they do.

## **PAST CLIENTS**

Canadian Institute of Canadian Bankers  
University of Toronto  
Geneva Park Convention Centre  
The County of Huron  
The Clinton Community Credit Union  
Windsor Spitfires - OHL  
Toronto Dominion Bank  
Asable Conservation Authority  
Sandstorm, Australia  
Suncoast Child Care, Australia

## **Renovating the Business Culture PLUS**

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**If we don't get to the root of the problem then  
reoccurring problems are the problem.**

The ingredient of success is in the people you educate, the way of success is getting the educated to work together.

- Mark Twain

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In most human endeavors, the success of achieving goals is based on how well we get along. A business culture where people get along builds a foundation of trust, creativity, motivation and success. At Human Potential Plus we give your business a common language and a clear understanding of why people choose not to get along. We also provide the framework for a coaching process that leads people towards self-evaluation, allowing management and staff to shift theory and embrace success.

## INTERNAL PSYCHOLOGY

Internal psychology is a way of understanding the internal motivation of behaviour. The depth to which you understand your employee's motivation is the extent to which you are capable of offering an environment that cultivates continued effort and constant potential. There are six conditions of quality that are paramount in maintaining quality service and happy employees.

### 6 Conditions of Quality:

- Supportive Environment
- Self Evaluation
- Constant Improvement
- Best Effort
- Meaningful Work
- Always Constructive

## Renovate your business culture through:

### Conflict Resolution

- Understand External Psychology, the root of conflict.
- Replace External Psychology with Internal Psychology.
- Learn the art of negotiation and Capacity Building.

### Forming and Understanding Values

- Learn how and why to form values.
- Develop values that relate to Quality, Relationships, and Performance.

### Coaching Mastery

- Discover how to recognize effectiveness in one area of your life and transfer that effectiveness to other areas.
- Learn the art of creating environment, making connections and building the internal motivation that gets jobs done efficiently and effectively.

## Benefits to renovating your business culture:

1. Lower grievances
2. Build cooperation
3. Empower creativity
4. Increase level of effectiveness
5. Revive past training
6. Self evaluators stay, others move on

## DAY 1

- Learn the common denominator of success and failure
- Understand the power of choice and how to shift psychological theory
- LUNCH
- Renovate how we do what we do
- Learn how to shift from Boss Management to Leadership Management
- Renovate your company's business culture

## DAY 2

- Measure the scope of your company's problem based on the 5 Teambuilding Blocks
- Get to the root of the problem with the 6 Conditions of Quality
- LUNCH
- Learn the art of Coaching Mastery vs Bossing
- Learn how to manage behavior under pressure

## DAY 3

- Gather and discuss information from DAY 1 and 2
- LUNCH
- Learn how to put what you have learned into practice

## DAY 4 & 5

- Meet individually and apply the 6 Conditions of Quality to the work process
- Develop and/or refine vision and mission statements
- LUNCH
- Develop strategic alliances within your organization

**Coming together is a beginning. Keeping together is progress and working together is success.**

- Henry Ford