

Action for Excellence International

WHO WE ARE – Coaches, Consultants, Trainers, Facilitators

Action for Excellence is a network organization comprised of highly trained, experienced professionals from a variety of backgrounds including business, psychology, education, the military, healthcare and social service organizations.

AEI Associates can deliver programs in seven languages and are experienced working with translators in additional languages.

We partner with domestic and international networks including: *Gordon Training International* with trainers, published materials and courses in 38 countries.

AEI works collaboratively with clients by providing services that empower their people, teams and work groups to maximize their potential for:

- *Optimum productivity*
- *High quality customer/client service*
- *Excellence in communication*
- *Individual and organizational success*

WHAT WE DO – In partnership with clients

- *Assess needs and desired results*
- *Align needs with goals for development*
- *Design appropriate process and programs*
- *Deliver training, coaching and consulting*
- *Explore results and initiate changes*
- *Extend support for on-going success*

HOW WE DO IT – Combining teaching, coaching, facilitating

- *Work with* our clients to create the best plan for their needs and situation
- *Teach* clear, usable skills to address and resolve staff conflicts and problems
- *Combine* proven concepts and information with active practice and application
- *Actively Involve* all participants in their own exploration and learning process
- *Use and Teach* flexible and creative approaches to changes and challenges

THE BENEFITS – Sample of expected results

- *Quicker* start-up time, fewer problems for new staff and teams
- *Higher* quality products/services from improved communication
- *Maximum* return on investment due to clear, effective team roles
- *Savings* of time/money because of faster resolution of staff conflicts
- *Reduced* errors and rework time; a result of more effective planning
- *Greater* long-term success of decisions made cooperatively
- *Increased* productivity from sound, timely problem solving methods
- *Stronger* motivation/commitment of individuals, leaders and teams

If you want to be heard and understood and sell your product, service or idea, then first hear and understand.



Success results from communication that is:

- ***Clear,***
- ***Concise***
- ***Concrete***
- ***Congruent***
- ***Connected***
- ***Contributive***

