INCREASE YOUR
BUSINESS PERFORMANCE
WITH GOALMACHINE!

2021 BROCHURE

BUSINESS & ORGANIZATION:
COACHING & TRAINING

ABOUT GOALMACHINE

Goalmachine offers custom trainings, one on one coaching sessions and workshops. We provide professional support in Soft Skill Development including Customer Service, Motivation, Productivity, Team & Relationship Building, Communication, Integrity, and Critical Thinking. We take a behavioral science approach to instilling significant change in your team's performance. Goalmachine's aims to support the efficacy of our economy by empowering the local workforce to perform to globally competitive standards.

By combining practical skills and self-empowerment tools we teach and motivate businesses how to get more out of their own performance. Employees are shown the value and importance of their positions in order to dig deep, reignite their passion for their work and become fully engaged. Through the use of knowledge and repetition we instate a lasting change in your organization's culture.

MISSION

To improve the quality of service and performance within organizations through improving the skills, engagement, and mindsets within individuals.

HUMAN CAPITAL

Human capital is that intangible but extremely valuable business resource that comprises of your team's respectful assets. Your organization directly benefits from the skills, talent, education, experience, knowledge, contacts and abilities that you and your team possess. These aspects hold true value and have a definite impact on your business performance.

Billionaire and business magnate Sir Richard Branson believes that the most significant asset in any business is their human capital so investing directly into it is imperative. In fact, it's his belief that "Businesses should be moving away from a focus solely on maximizing profits and profitability. Instead, they should be focusing on how we can help people reach their highest potential and purpose – which will naturally have a positive impact on the bottom line."

Goalmachine agrees withe these sentiments as such we prioritize improving your operations from a human level. If your team is motivated, productive and feel recognized your organization will thrive. The real secret to any successful business is its human capital.

"The investment of employee satisfaction and engagement will be the most significant business trend of 2020."



ENGAGEMENT & REVENUE

Goalmachine prioritizes the development of healthy, happy and productive organizations. Through the use of behavioral techniques and training support we aim to build confident teams and improve employee engagement. In 2017 Gallup conducted a pole which indicated **85% of the global workforce are disengaged from their work costing companies a loss of about \$475 billion annually in the U.S. alone.**

We aim to close the gap on this issue by addressing the leading causes of employee disengagement. The larger factors that typically contribute to this matter include poor communication, inefficient leadership, deficiency in training, poor collaboration, lack of recognition, boredom and insufficient tools and resources.

When these factors are identified and remedied, organizations can expect an exponential increase in productivity and their bottom line. According to Gallup's meta-analysis businesses that scored the highest on employee engagement showed 21% higher levels of profitability. Through influencing a happy and healthy work environment Goalmachine seeks to evolve your organization's ethos into a thriving culture which can result in 4 times the revenue.

In a major long-term 11 year study, companies that had the best corporate cultures which prioritized encouragement, leadership initiatives and recognition for both their employees and customers grew an average of 682% in revenue. Whereas counterparts within the same study that lacked a culture of thrive only experience a revenue growth of 166%.

Goalmachine's vision is to significantly influence St. Maarten's economy by improving employee engagement and as a direct result, positively impact local business growth so that you not only thrive as an organization, but we all thrive as a successful and productive nation.

PROCESS

Goalmachine has devised a simple 8 step process by which you can achieve your organizational goals. Your organization's unique situation is taken into account and effective tools are implemented which are customized to your specific needs. In order to reach your organization's goals and instill long lasting change we believe that two powerful devices are required: Knowledge and repetition. When your process is completed we also provide follow ups, refresher courses and re-evaluations to ensure that your team is continuously instilled with the skills they need to thrive.

STEPS

Step 1: INTAKE

Initial interview and assessment of organization's specific issues and concerns.

Step 2: GOAL SETTING

Recommendations and proposal predicated on the findings of the intake session.

Step 3: CUSTOMER ANALYSIS

Execution of surveys and interviews of customers and clients to better understand external perspectives on organization.

Step 4: INDIVIDUAL ASSESSMENTS

One on one interviews and analysis of team members and their roles and concerns.

Step 5: GROUP TRAININGS

Intensive training sessions aimed to address remedying identified issues during the intake.

Step 6: PROGRESS REPORTS

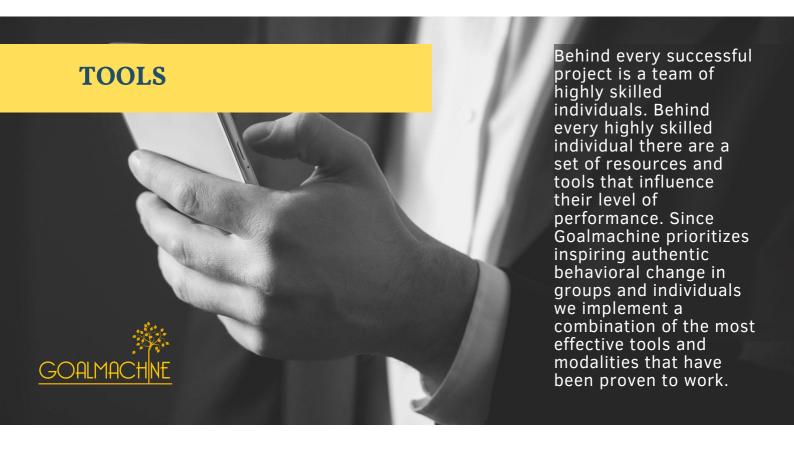
Progress reports are provided designed to track the development of internal goals.

Step 7: EXIT SURVEY

Final surveys conducted to compare the development of both employee and custome engagement.

Step 8: FOLLOW UP & MAINTENANCE

Follow up appointment to assess the long term success of project. Maintenance training is also considered.



Neuro Linguistic Programming (NLP)

This is an incredibly popular and effective strategy used for personal development and business success. Utilized by top life and business strategist, Tony Robbins, NLP relates thoughts, language and behavioral patterns to influence personal and business goals.

Life Coaching

Life coaching is a process that addresses specific personal, professional and business goals. Through examining where a client is and where they want to be, life coaching guides individuals as they reach specific milestones while putting a high emphasis on self-accountability.

Personality Assessments

This is the use of standardized personality tests to assess an individual's core traits and how they contribute to the group's dynamic.

Training Modules

Instructional guides used for teaching specific skills, philosophies and procedures. We customize our modules to ensure that your unique issues are specifically being addressed. Topics can include but aren't limited to customer service, communication, relationship building, integrity, critical thinking, motivation and productivity.

Surveys

In order to get a clear understanding of where your employees stand and how your clients perceive you, internal and external surveys are conducted. Surveys conducted at the beginning of our process together and at the end are benchmarked against each other to evaluate progress.

Progress Reports

As we pride consistent and transparent communication progress reports are provided to clearly identify what goals have been accomplished, what resources have been expended, what problems have been addressed and whether further recommendations are required.



"Business comprises of people.
Develop your people and your business will thrive."

FOUNDER'S STORY

"As a graduate student in business school I discovered a surprising interest in organizational behavior. This is an academic study on how people behave in groups which is often applied to business operations. That's when I realized that successful businesses are nothing more than a collection of individuals who consistently execute successful behaviors. However, achieving this state of optimal behavior often falls victim to barriers that induce poor work performance and low productivity.

111/1

The question for me then became, if the only thing that stands between successful individuals and thriving organizations is behavior, then how do we effectively transform individuals and groups to become more efficient? To answer this question I started with myself. Unbeknownst to me at the time finding these answers would become a decade long pursuit. Through reading dozens of books, taking hours of courses and lectures, reading endless blogs and attending a few seminars I was able to start addressing the issues that hindered my own productivity level. With this diligent effort I surprisingly found myself achieving more and reaching goals that previously seemed impossible. With my new found knowledge, I discovered some simple truths:

- Behavioral change is 100% possible.
- There are two main ways to change your neurology: Trauma and repetition. (At Goalmachine we prefer to use the latter :)
- If you want to change, the only person that can change you is you.
- However, self-accountability can be taught.
- If you are able to inspire change in individuals, then you have the power to change entire organizations.

With these truths in hand and spending years discovering the science of productivity, earning my M.B.A. and getting certified as a Life Coach and NLP practitioner, I realized I had a wealth of information that I could pass on to help others. It's my personal belief that if we can raise the standards of professionalism in St. Maarten across the board, then we have the power to raise the quality of our economy. I am extremely passionate about Goalmachine and the potential it holds and I look forward to making a contribution to my country one organization at a time." - Prichard Gibson

Founder / Director Goalmachine

www.MyGoalmachine.com SaganSpeaks@MyGoalmachine.com +1 (721) 522 5121