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**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**

**Why Team Building Is Vital To Your Success**

**By Brett Danielson**

Great teamwork is one of the most important keys to your company's success. The more

harmoniously people work together, the better it is for your company. Teamwork is the way that things get done these days – and if you don't have a cohesive team, you're seriously handicapping your company out in the marketplace. According to Wikipedia, team building is necessary for success because it's unnatural for people to come together in a new group and immediately begin to get along. Throughout history, building a team has been the function of shared experiences and history. When that experience and history is lacking, it's difficult for a group to share a common vision and goal, or to function together in a way that promotes the best qualities of each team participant. In other words – to function as a team.

Getting your employees to stop thinking of each other as competitors and start working as a team isn't quite as easy as it sounds, but it is vital if you want to be a powerful force in your business. Among the advantages of team building are the following:

1. Teams are more successful in implementing complex plans and strategies. Because you can split the work into responsibility areas, a team can tackle more complex projects more efficiently than a group of individuals.
2. Teams come up with more creative solutions because they can network and brainstorm. When team members bounce ideas off of each other, they arrive at solutions that none would have evolved alone. As teams continue to work together, many of them find that their individual work benefits from their new ability to see things from other perspectives.
3. Teams build commitment to ideas and plans because they have ownership of the idea. When a team is involved in a project from the start, they are more likely to be committed to the ideals it represents.
4. Teams are more enduring than reliance on individuals. If you have one person who is responsible for a project, the loss of that person can cripple the project. When you rely on a team, the loss of one individual may be difficult, but the work of the team will continue.

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5. Team building activities motivate your employees to deliver their very best effort on behalf of the team.

Learn more about team building activities at

<http://Chillisauce.co.uk>

, a UK events planner and

specialising in corporate events and team building. Brett Danielson works for

<http://www.chillisauce.co.uk>

### **A Team Building Seminar Can Work For Any Business**

**By Paul Tobey**

It amazes me how popular team building seminars have become. Most major companies and organizations have turned to team building professionals at one time or another to get greater results from their employees. But, team building is not just for large companies, it works just as well for the small business entrepreneur. I'd like to focus on a couple of key points that will help you decide, as a big or small business, if team building seminars are right for you.

One of the first questions I always ask in my own team building seminar is; what's the number one thing you need to do in business to be successful. And, you wouldn't believe the mixed responses I get like; having a good product, having a good marketing strategy or having good management. While these things are important they're certainly not number one! The most important thing you need to do as a company, whether you like it or not is; SELL. In fact, if you're not selling is a hobby, not a business.

Learning to sell is by far the most important skill you could ever acquire. That's why I teach it in my team building seminars. Everyone on the team needs to know how to sell, not just the sales people. Why? Because that way, everyone understands, not only how important it is to the success of any business but how learning to sell can increase everyone's awareness of what it takes to be successful.

So, if selling is the most important skill what's the second most important? Team! The team is what gives life and energy to your ideas and what propels your company forward. Imagine how hard it would be to push a car up a hill if you didn't have a team. A team makes everything easier if, and only if, people know how to work together. Which, brings me to the third most important thing; Teach!

As part of a team, your responsibility is to teach everyone around you what you know that can help them do their job better. How do you know when and when not to teach? When you've done

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something and had success doing it, then it's time to pass on that information. So often when people learn something that's worked for them they keep it to themselves because somehow they think it gives them an advantage within the company. That's what you don't want. You don't want a bunch of individuals all competing with each other. That's not a team, that's a contest!

Finally, the glue that holds Sell, Team and Teach together is; Accountability. When you become accountable for the success of others then you realize that your responsibility is to share the information you've learned that can help them. Then, and only then, can you be truly successful as a team. Becoming accountable for each other is truly the magic potion of successful businesses.

So, how can this work for a small business person that doesn't have a team? Exactly the same way! If you're in small business you still need a team in order to sell a lot of products and services. If you can't afford to hire a big team then all you need to do is offer to teach what you know that will help others. In the process, a team will form around you and the energy that you put into teaching will bring you greater success than you ever thought possible.

The cornerstone of Paul Tobey's

team building seminar

is focusing on results through collective

energy. To learn more about what this involves please visit

team building seminars

.



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