



# Welcome to your People Puzzles Live Webinar Sessions

**24<sup>th</sup> June 2020**





Risk-free, affordable access to hard-hitting HR superstars who will help your business to scale rapidly, increase profits and hit financial targets faster. We take away the 'people' stress and allow you to focus on what you do best



# Who's who on today's webinar



**Ally Maughan**  
**Founder**  
**People Puzzles**



**Andrew Milbourn**  
**Founder**  
**Kiss The Fish**



**Building the right team  
to drive business  
performance in this  
'new world'.**

**What might that look  
like?**



POST COVID-19???????

# So...Out of hibernation?

- People have started to live a joined up life
- We've accepted visual digital communications
- There is a lot of worry out there
- There is a lot of opportunity out there

Welcome to your future...it's  
going to be different and exciting



# Are you ready to lead?

Purpose

Value you provide post Covid

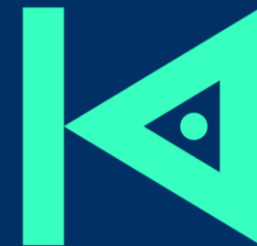
Your team need to learn Benevolence



# Self awareness

“People won’t remember what you say, they won’t remember what you do, but they will remember how you make them feel...”

Maya Angelou



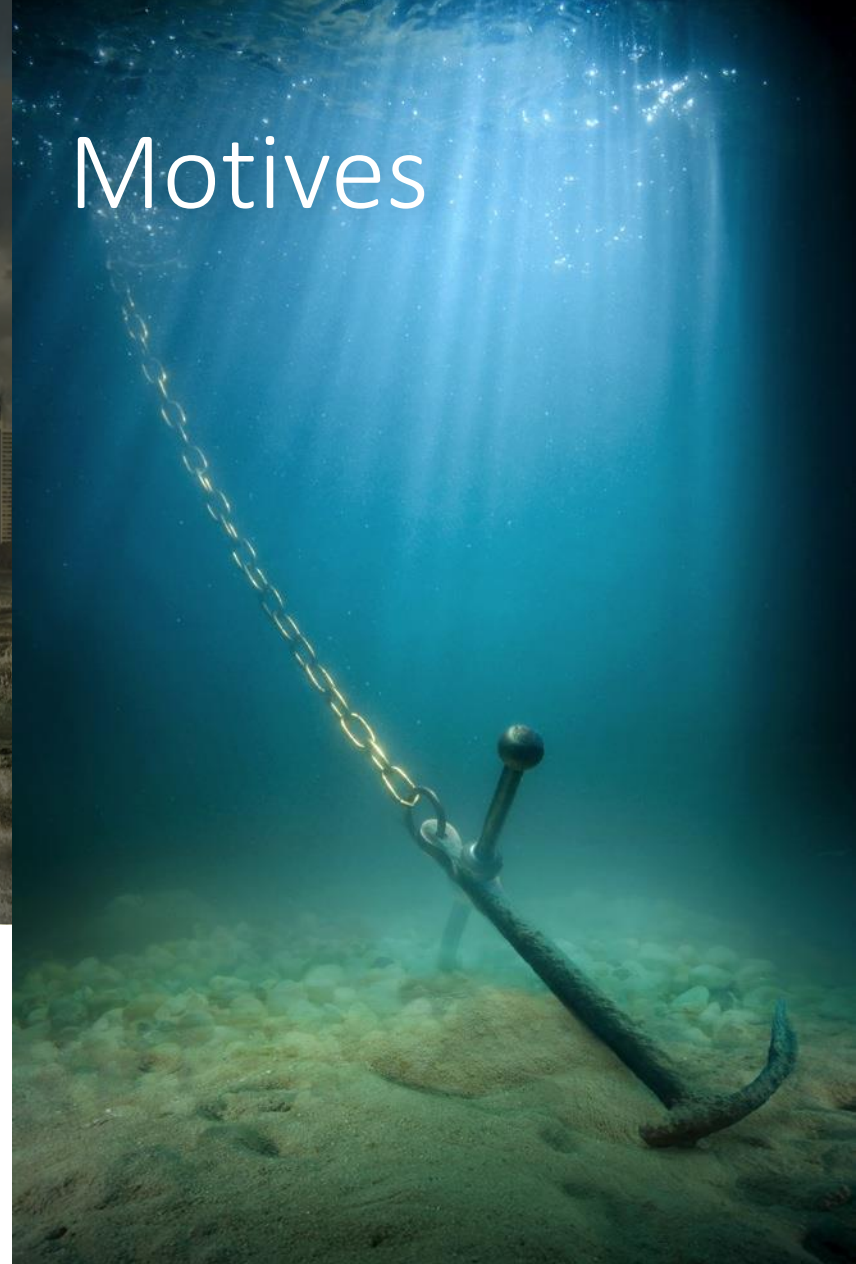
kiss the fish



# Strengths



# Motives



Your motives anchor  
your strengths.

They are the reason why you do  
what you do.

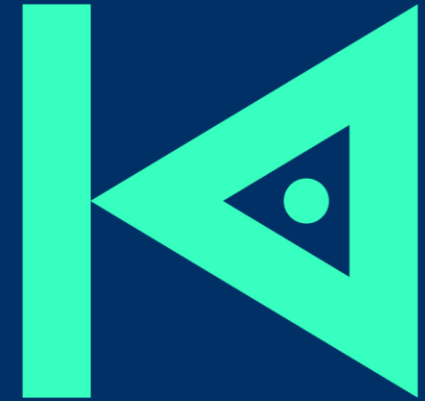


# YOUR PURPOSE

The reason why you do what you do – not to ‘earn’ money... money is only meaningful in the context of what it allows you to do and for whom.

## WHAT IS DRIVING YOUR BUSINESS?

- Fear?
- Purpose?



**kiss the fish**

# How to start discovering purpose

## What if...

You won the lottery

**Spending money  
Shows what you value**



Your rewards from work  
Are for this

You had 6 months paid  
sabbatical?

**Being able to chose activities  
shows your priorities if you  
had freedom**



What you fulfill you? &  
make "meaning"

You could get paid for  
what you love?

**What you are passionate  
about?**



What you would love  
to do?

Your skill could be  
rewarded?

**What you are good at that  
'gives back'?**



Where you can excel &  
where your clients need  
you?

# What are you giving your team to sell?

- Must have something unique that no other competitor has (or presents in the same way)
- Must have something that is relevant
- Must have people who build trust





# Your team need to have a Benevolent approach

---

- Something practical?
- Something surprising?
- Time
- Re-assurance
- Business development



# What next for sales?

Your sales team need to have purpose

You need a culture of customer curiosity

You need to be there to make your clients more money – not to just hit your own target



## **Building your team to succeed**

- 1. Understand skills needed for next phase**
- 2. Identify people and behaviours**
- 3. Map out the dependencies**
- 4. Develop workforce plans**
- 5. Do it now and make the changes!**





Next webinar: 8<sup>th</sup> July 2020

**Engagement and communications will define your success.**

Expert advice on how to create a winning communication framework that drives success in challenging times

with Sally Pritchett from **Something Big agency.**

# Thank you!

## **Complimentary 30 minutes 1-2-1**

with one of our team to discuss the issues raised. We'll be in touch to arrange this and will also forward the slides and recording from today.

**Call: 020 3239 3307 | Email: [hello@peoplepuzzles.co.uk](mailto:hello@peoplepuzzles.co.uk)**

**For ongoing Coronavirus impact articles specifically tailored to SMEs and mid-tier firms in the UK, read our blog articles:**

**<https://www.peoplepuzzles.co.uk/news/>**