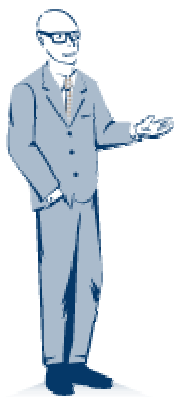


Keynote Speaker & Workshop Facilitator

Lindsay Adams



Hi there!

Welcome to the June edition of the newsletter. What a rich and varied country we live in. In the last month I have had the privilege of travelling from one end of the East Coast of Australia to the other. The weather in Cairns was magic, 26 degrees with clear blue skies, the weather in Sydney cold and bleak, 12 degrees and overcast skies. No matter though I still worked with interesting and motivated people who were passionate about building their teams and their leadership capacities.

This month in the newsletter I touch on three subjects which are common issues in teams, people's personalities, problems and customers. I hope you enjoy the articles.

Keep sending me those emails with your comments and observations on your experiences of the issues I raise in the newsletter.

See you next month.

Lindsay Adams

Keynote Speaker & Workshop Facilitator

Work preferences and your team – PART 3

Do you work with someone who is passionate about certain issues even to the extreme where they will not be swayed by logic or reasoning? You may be working with someone who uses Beliefs as their preference when making decisions at work.

This month we will examine the third of four work preferences which form part of the Team Management Profile, "How You Make Decisions". Margerison and McCann in their research of work preferences identified that there are two kinds of work preference in this area.

Follow this link to read the rest of the article -

<http://www.lindsayadams.com/newsletterjun04.php#sub1>

In this Issue:

[Hi there...](#)

Articles

[Work preferences and your team - PART 3](#)

[Two easy steps to solve any problem](#)

[The 3 principles of customer orientation](#)

Features

[Did you know?](#)

[Links](#)

*Get the difference
Get Lindsay
Adams.*

"Humour, sincerity and passion were blended in equal measure to deliver a session of exceptional value..."

Mark Tolley

"Since your presentation our focus and productivity has increased dramatically"

Elin Power

Visit

www.lindsayadams.com

[m](#)

Links

[Tailored Management for the people to contact you want to book Lindsay to speak](#)

[Teamocracy - Lindsay](#)

Two easy steps to solve any problem

No matter what you do for a living people spend a lot of time at work and in their personal life solving problems. Some problems are small and some a lot larger, but they all need to be solved.

Problems defined?

1. A problem is an opportunity for improvement.
2. A problem is the difference between where you are now and where you want to be.
3. A problem results from the realisation that your current situation is not perfect and the realisation that there is a better alternative.

Follow this link to read the rest of the article –
<http://www.lindsayadams.com/newsletterjun04.php#sub2>

The 3 principles of customer orientation

How many times have you heard the old adage "The customer is always right?" This adage implies that we must focus on the customer but it does not mean that we must give the customer everything! It does mean that we must strive to identify our customer needs and meet them, in a way that is profitable for us!

To achieve you must subscribe to the three principles of customer orientation:

Follow this link to read the rest of the article –
<http://www.lindsayadams.com/newsletterjun04.php#sub3>

Did you know?

Lindsay Adams has made a variety of resources available on his web site. Others include:

- Free online courses
- Free Weekly Motivator
- Informative Articles
- CDs

Plus, Lindsay will release his first book later this year, along with a series of educational mini-books.

Take a look at what is available at: <http://www.teamocracy.com/>

t: +61 7 3264 5864 - e: info@lindsayadams.com - w: www.lindsayadams.com

TEAMOCRA