

Strategic Training Programs

Your Firm: Silos or Team

Is your firm operating in silos even though you know that the most successful firms function as one team? The “one-firm mentality” has become a coined philosophy within the professional services industry and with good reason. Studies show that the most highly productive, highly profitable, highest growth firms function as a team rather than a collection of individual silos. Many firms who are currently siloed don’t want to be – they just don’t know how to break down the barriers that have been built over time.

This session will cover the following:

1. Silo Identification

Are you currently operating in silos? If so, what are the reasons for these silos? Do you have high-performing teams in the firm? If so, what makes these teams successful?

2. Breaking Down the Silos

Based on the results of phase 1, we’ll work with you to determine your desired core values and resulting culture you want for your firm. Then, through a series of training courses, we’ll begin breaking down the silos by confronting the conflicts that created them. These training sessions will clear any existing sub-culture(s) so you can get to ground zero and begin to build your firm of the future.

3. Creating a Unified Brand

Possessing a strong culture means that you can build a strong brand – one that your employees can be proud of and one that helps you stand out in the marketplace. A strong brand carries the implication that the firm will be around for many years to come as it rises through the ranks of competitors. The final phase of this program is to help the organization develop a strong brand to motivate employees and attract new ones.

How will this program make your firm better?

You will break down the barriers of the existing silos to create a unified team that is driven and motivated to achieve the short- and long-term goals of the firm. The unity achieved in this program will create highly motivated, highly productive teams that will ultimately boost your bottom line.



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