THE SURVIVOR'S GUIDE TO THRIVING
MANAGING EMPLOYEE TEAMS IN AGribusiness

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MARK JEWELL
SPEAKING & TRAINING
How To
“Fix Your Millennial Problem”
Without LOSING YOUR MIND!
How To

“Fix Your Baby Boomer Problem”

Without QUITTING YOUR JOB!
Who is Mark Jewell?

• We train & coach agribusiness employees
• Have been in business for 5 years – speaking for 20 years
• Live in Omaha with wife & three kids
• Grew up on a leech farm!
My goal: Help people and organizations stop SURVIVING and start THRIVING!
The Survivor’s Guide to Thriving
Most Leaders Assume...

• …employees always want to perform.

• …they are giving adequate feedback.

• …people should just do what they’re paid to do.

• …people can just CHANGE when YOU need them to.
The 3 Secrets...

• You’re Starting Off Wrong!
• Give MORE Feedback!
• Gamify the Process!!
Secret 1: What day of the week do employees typically start a new job??
Try Wednesday!!
Why are we still doing things like we’ve always done them?
Secret 2: Gamify the Process – Fastest way to get people taking action - sustainably!
Build Levels to Advance Through (Even Where There Are None!)
Focus on Strengths – Stop trying to fix the weaknesses!
Every time you send someone to training to fix a weakness, you reduce their overall performance!
Bonus Secret:

Accountability through Coaching
The Story of Josh
A Case for Coaching…

• Sales Manager Gets Coaching…
• Sales Team Gets Coaching…
• We created games…
• Record Levels in ALL Product Areas
• 15% - 20% Margin Bump
• + $1.2MM in MARGIN
Old Habits Die Hard…

Rule of 95%
GET TODAY’S CONTENT…and a FREE Webinar on HOW TO DO THESE THINGS.

TEXT: “infoag” to 402-378-9197
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