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**“Don was fantastic. You felt like Don was a member of our team. Interactive, creative and engaging. It was great for the staff to learn from Don’s years of experience.”**

Andy Cloutier, Greater Palm Springs Convention and Visitors Bureau

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# One Plus One Equals Three!

## 7 Keys to Successful Teamwork and Collaboration

**Don Shapiro energizes and inspires your people to build great teams**

As Helen Keller said, " Alone we can do so little, together we can do so much." The Navy SEALs say it this way: "Individuals play the game but teams beat the odds."

Through this high energy, fun and interactive program, Don takes your people on a journey into the "magic sauce" that makes even complex teams thrive and produce extraordinary results.

### Benefits of Successful Teamwork

- ◆ Teamwork maximizes our strengths because other team members are strong in areas where we are weak.
- ◆ Team members have your back and you have theirs.
- ◆ Teamwork allows each member to build on other people's ideas and ways of seeing things.
- ◆ Teamwork makes the task more fun. You are all working toward a common goal together.
- ◆ Teamwork helps individuals from different organizations, cultures and countries work together.

Don brings these 7 Keys to life through a mixture of stories, examples, humor, research and participation so everyone's engaged and remembers the message.

### The 7 Keys To Successful Teamwork and Collaboration

- 1. Clear common purpose, goals and identity**
- 2. Respect and tolerance for the differences in every team member**
- 3. Balanced communications among all team members**
- 4. Build trust with everyone on the team**
- 5. Don't let little things become big things**
- 6. Live with imperfection and the unknown**
- 7. Effective leaders throughout the team, not just the ones heading the team**

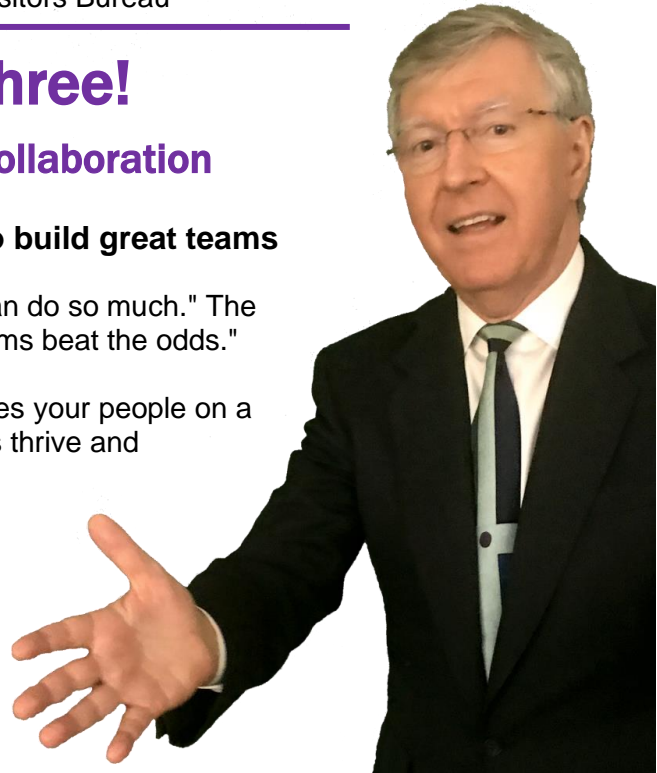
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#### About Don Shapiro

Don gave his first speech when he was 14 and they haven't been able to stop him since. He is a co-author of *The Character-Based Leader* and President of [First Concepts Consultants, Inc.](http://FirstConceptsConsultants.com) advisors on leadership, communications, culture, customer value and change. His customized speeches and training programs are the result of Don's experiences working with teams in 35 industries. Don does more than motivate. His programs help people produce better results.

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To book Don or brainstorm the possibilities - [donshapiro@firstconcepts.com](mailto:donshapiro@firstconcepts.com) 202-255-3727



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## **When Don Shapiro talks about teamwork, Everyone learns laughs and leaves inspired**

Don has inspired hundreds of groups with his high energy, fun and interactive programs. Don customizes his programs for each company, audience, industry and occasion.

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**"Your talk was one of the best the association has ever heard."**

Kathie Sparacino, Executive Director, Sales & Marketing Executives Association

**"You held the attention of 90 young people for two hours and that speaks for itself."**

Phil Jensen, Founder, Burgermaster

**"It's difficult to hold the attention of 135 salespeople and managers and keep their interest level high. You were able to do both and do it well. Dynamic."**

Gail Gibson, Volt Workforce Solutions

**"You spent a lot of time talking to our employees which helped you fully understand our business. You came across as 'one of us' and really impressed our people."**

Gary Olson, Vice President, Forest Lawn Memorial Parks

**"You were a delight to work with not to mention your impressive presentation."**

Kelly Macheza, Elscint

**"Appreciation for an excellent program. Well received by all our members and guest."**

Sandra Stevens, Roundtable For Women In Foodservice

**"Thanks for the terrific program at our Young Owner/Manager Conference. The group rated it a 9.28 on a 1-10 scale."**

Gale Frentz, FTD Florist

**"You were well prepared, gave a dynamic presentation and crammed a lifetime's education into a short hour. Outstanding program."**

Marion Martelli, Women In Management

**"Appreciate your efforts giving eleven talks to various personnel. Each talk was customized. There was much meat to your presentation yet just enough humor and antidotes to keep them on the edge of their chair."**

Jim Bowyer, Western Exterminator

**"Thoroughly impressed with your seminar. The interplay between you and the audience was quite effective. Having witnessed numerous presentations at the District, Regional and International level, your presentation would certainly take a back seat to none."**

George Kunze, Governor, District 1 Toastmasters

**[Don Shapiro also thrills groups with his fresh and insightful programs on Leadership, Communications, Sales and Change](#)**

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