



MOTIVCENTER, LDA

COMPANY PROFILE






BACKGROUND

In any organization the greatest untapped resource and the most expensive is its people. The greatest potential for growth, productivity, performance, achievement, and profitability lies within the skills and abilities of the average person.

According to Robert Half and Associates, the average person works at 50% of his or her capability. The other 50% is wasted through the day in idle conversation with coworkers, internet, extended tea time, personal business etc.

One of the reasons for this time wasting, which is one of the greatest financial drains to the organization is that employees are not motivated and focussed enough on their work. This is a challenge that can be solved.

Motivcenter helps organizations to tap into the underutilized 50% that the company is paying for and to channel that energy into producing more and better work.





BACKGROUND

The Motivation Center commonly known as Motivcenter was founded by Ozias Mucheriwa in 2012. The company's main objective is to motivate, equip and unleash teams in organizations and individuals to realize and maximize their potential.

Motivcenter has brought some transformation in the lives of many through training to organizations in Mozambique, South Africa and Zimbabwe on the subjects of Sales, Leadership, Team Building, Motivation, Exceptional Client service, and Time Management.





ABOUT MOTIVCENTER

Our Vision

To be the preferred centre for unlocking people's potential to live their dreams.

Our Mission

To unleash the intrinsic talents and abilities in people through motivational speaking and training.

Our Values

- Give more
- Do more
- Become more

Our Contacts

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Mozambique

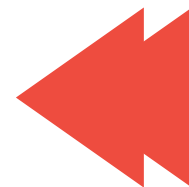
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PARTIAL CLIENT LIST



Some of the clients that Motivcenter has provided services to are:



SALES TRAINING

How to Boost Sales Results.

All organizations are making frantic efforts to grow their bottom line but most of them are found trapped in these 5 dangerous omissions that are impeding their growth:

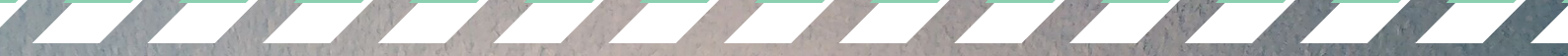
1. Sales people go to prospects selling.

No one wants to buy, and the moment you approach prospects trying to sell to them they will run away from you. Be a trusted and expert advisor.

2. Use language that chases away potential clients.

The moment you use language like cost, price, contract, signing etc you scare away your prospect. Learn right words that trigger the buying desire.



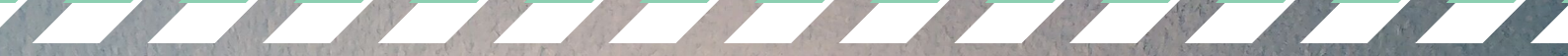


3. Sales people waiting for customers to come.
Without an active pipeline there is no chance of getting new business. You cannot not wait only for referrals and walk in clients. Your pipeline is your lifeline.

4. Sales People expecting customers to know what they want.
Your prospects usually have a faint idea of what their real exposures are and the dangers of not taking up your product or service. Show them where they are exposed and how you can solve their problem.

5. Sales people expecting customers to make buying decisions on their own.
Making a buying decision is a difficult one and the prospect needs to be assisted in reaching and making the decision. Remember they have made bad decisions before, and are hesitant to repeat the same mistake.





By taking up this training, you and your employees who once thought they were not sales material can be transformed into tremendously effective and efficient sales machines. In so doing, you will go through the material consuming the following topics:

1. The psychology of Selling
2. Qualities of a sales person
3. The Potential buyer pyramid
4. Diagnostic selling
5. Education based selling
6. Influencing customer behaviour
7. Fanatical prospecting
8. Dealing with objections
9. Closing the sale



COMPANY CULTURE

BRINGING YOUR COMPANY CULTURE TO LIFE

Why do we exist?

For you to give 100% you need to understand the organization's reason for existence. This is unwrapped systematically bringing out the company's **Mission** and making it understandable to the employees.

How do we see ourselves in the future?

Clarity of where the company intends to be in the future is essential for everyone in the organization to understand. This is what is called the **Vision** of the company

What do we stand for?

Organizational values show customers, employees and other stakeholders how that organization intends to operate on a daily basis. **Values** are a set of guiding principles we have for ourselves. The values state what is

important for the organization. This solid foundation is essential to keep things congruent during our operations.

These top three essentials brings the culture of the organization to life.

Team Building






TEAM BUILDING

Every leader would want to lead a team of individuals that work like a well-oiled machine, a team or even an organization where there are no barriers to communication. Strange and unrealistic as it may seem that is exactly what we at Motivcenter work with your organization to achieve.

What areas do we cover?

- Motivation- Unlocking the intrinsic value invested in each individual
 - Breaking down barriers and build trust
 - Team Building activities and games
 - Strengths acknowledgement exercises
 - Defining the Team that we want
 - Team commitments for the strengthening of the organization
 - Creation of accountability partnerships
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SPEAKER TRAINING



Glossophobia is the fear of public speaking. If you have fear of Speaking you are not alone. It is actually the number one fear that people have.

This means for most people if they are at a funeral, they would rather be in the casket than be the ones giving the eulogy.

On the other hand, people who succeed in life are those who are good at expressing their ideas verbally. In the corporate world the ability to speak in front of an audience cannot be overemphasized.


People who climb the corporate ladder fast, are those who can communicate well. The inability to speak has left many potentially great leaders wailing in obscurity. How could their leadership ability be appreciated when they cannot present and express themselves before an audience with poise?

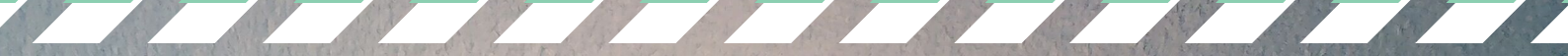


PART I: THE PSYCHOLOGY OF SPEAKING

- a: The common myths about Public speaking
- b: How to turn nervousness into positive energy
- c: The seven Principles of Effective Speaking

PART II: THE NUTS AND BOLTS OF SPEAKING

- a: Connecting with your audience– 10 Most common reasons why speakers do not connect with their audience
 - b: How to structure your presentation
 - c: How to create an impactful Speech opening
 - d: Powerful delivery techniques-voice, tonality, gestures, pauses, pace– The Use of words, metaphors, similes – empty words to avoid, punch words– How to sell with a story– The power of stories and how to create them– How to uncover humor
 - e: How to positively influence the audience to take action
 - f: How to effectively conclude a speech/presentation
Most speakers do not conclude; they merely stop speaking. Learn to close effectively
 - g: How to facilitate like a Pro
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Polishing your skills

a: How to effectively practice Public Speaking– What to listen to and look for– How to apply what you learn–
The 5 Rehearsal mistakes to avoid

PART III SPEAKING ETIQUETTE


a: The Dos and Don'ts of Public Speaking

OUR PRESENTATION STYLE

A combined effect of teaching, visual aids (videos and professionally-designed PowerPoint), discussions with participants, role-playing and hands-on activities.

We structure the training programs for extensive participant involvement by encouraging live coaching with recordings for personal review and application of lessons taught.

Handouts are provided as aids for note-taking and to give participants concrete steps to take home from the training. The presenter interacts with the audience through activities and exercises, providing an opportunity for group discussions where appropriate and we provide time for questions.



MOTIVATION



These are one hour motivational talks delivered to motivate your staff to be best at what they do. We can motivate them to live your company values or come up with other topics depending on your needs. The value of these one hour talks has produced significant results for our clients. The Topics are:

- 5 Ways to release your Productive juices
- How to Remain Positive in a negative world
- The Rules of Engagement
- How to be a person of quality
- How to achieve your dreams
- How to Increase Your Own Salary

About the Facilitator



Ozias Mucheriwa is passionate about the development of human capacity and potential.

He is a certified Coach, Speaker & Trainer. He was trained and certified in USA by the world's renowned Leadership guru, John Maxwell and became a member of The John Maxwell Team of coaches and speakers

Ozias has facilitated and trained organizations in the following sectors: Banking, Insurance, Agriculture Construction, NGOs, Colleges and Churches in Mozambique, Zimbabwe and South Africa. It is from this wealth of experience that he also imparts those who would want to develop these skills

Ozias studied BCom Risk Management with the University of South Africa and Business Leadership with the Zimbabwe Institute of Management. He has over 20 years experience in the corporate world having started his career in the insurance industry rising to the level of executive Director before founding Motivcenter.