

Getting Results...

Gemini Business Performance Solutions

Articles:

- **Drawing Parallels... golf vs. business**
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Upcoming Workshops:

Sales Skills Workshops

Part 1: Goal Setting and Planning - May 16th

Part 2: Leveraging Time
May 23rd

Diversity
May 28th

Customer Service
June 17th and June 25th

Time Management
July 15th and July 29th

Effective Supervisory Skills
August 26th and 27th

High Payoff Hiring
September 16th

Change Management
September 24th

Drawing Parallels

Golf vs Running a Business

"The reason the golf pro tells you to keep your head down is so you can't see him laughing." -Phyllis Diller

There are a couple of things I have wanted to do for a very long time – learn to play golf and own my own business. This year I had the chance to do both.

As I learn to play golf and build my own business, I couldn't help but think about the similarities and differences. Given my deep understanding of business and my limited understanding of golf, I'll share some of my observations with you.

It was clear to me after a couple of lessons that in business and in golf it takes focus, discipline and consistency to achieve the desired results. I never thought of golf as a game in which people have fun – they always seem so serious on TV. But I realize now that just like in business, it's important to have fun. I understand that in business it is important to master your game; whereas in golf I may never master the game.

In golf, the goals are a given – at or below par, however, in business, you have to set the goals and targets you need to achieve. In golf, the goal is to get the ball in the hole, the strategy is to get it in as few shots as possible and your tactics include deciding which club to use and how to aim, adjust your position, swing etc. When something doesn't work, you have to learn from that and adjust quickly. In golf, everyone knows what the goals and objectives



are to win the game. Controlling your mind and body to perform in a way that gets the desired results consistently is the key to success in golf, or so I hear. Making contact with the ball on the first swing is more my pace right now.

In our businesses we have to start with the end in mind – our goals need to be clear and measurable, as they are in golf. They have to be apparent to everyone on our team and they have to be tracked, communicated and adjusted as necessary. Our strategies and tactics, including all of our daily activities have to align to meet the goals.

It's easy to lose focus and when we do that in golf, it costs us another shot, when we do this in business, we lose time and time is money.

I am excited about the opportunities ahead to work with great people from various organizations and golfing with people who can teach me a thing or two. New beginnings are exciting, given the starting place – there is really only one way to go! Whether it is your business, career or the game of golf, it's all about enjoying what you do, who you do it with and the journey along the way!

~Jo Dee Martinez

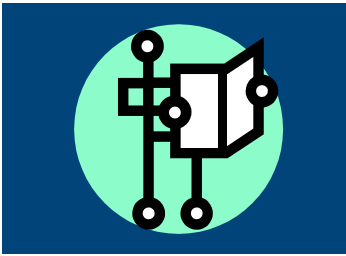
"Quick Tips- Instilling Excellence: Tips for Leaders"

by Luis Valdes, Ph.D.

- It is not about you, it is about the mission of the organization. Be clear about your mission.
- Anticipate. Connect the dots. Fight complacency. Think ahead.
- Make sure you consistently do what you say you will do.
- Be humble, not arrogant.
- Take responsibility for failures, give others praise for successes.
- Consult with others you respect and trust, and when in doubt, follow their advice.
- Our civilization and system of capitalism is built on trust and ethics.
- Understand that unethical behavior is about disrespect of yourself and others.
- Evaluate, execute, debrief. Celebrate successes and learn from mistakes.

Call now to reserve your spot!
505-508-3644
Check our website for times and locations.
www.geminibps.com

Albuquerque Compass Program Begins May 28th



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**Helping Leaders
Achieve Results...**

We're on the Web!

See us at:

www.geminibps.com

We're excited to begin the first Compass program in Albuquerque. Our Compass program is a 12-month program that focuses on developing the knowledge and skills to significantly increase personal effectiveness and the ability to lead others.

We use a blended approach to learning including over 48 hours of classroom learning, E-learning, Videos, workbooks on-going coaching and a best practices approach to on the job application.

We believe in a repetition-based training process that allows for concepts to be learned, practiced and built on over time.

One time training events often times don't produce the desired changes or behavioral results that you get with repetition-based learning and we're all about getting you results!

These are half-day workshops and are held the last Wednesday of each month beginning May 28th.

Workshop location:

4801 Lang NE Ste. 110
Albuquerque, NM 87109

Call or e-mail us today to enroll!

Business Survival Skills Series - Valencia County

We are excited to introduce a series of workshops designed to help businesses focus on key success areas. The Business Survival Skills Series for Valencia County will start up again on May 16th, beginning with a two-part workshop to develop core sales skills:

Part 1 - Goal Setting and Planning

Part 2 - Leveraging Time

This series also includes five other workshops designed to improve personal effectiveness and the ability to lead others.

Additional workshops include:

Customer Service

Time Management

Effective Supervisory Skills

High Payoff Hiring

Conflict Management

Workshop discounts are available to Valencia, Belen and Hispano Chamber Member Businesses.

This series is sponsored and endorsed by the
Valencia Hispano Chamber of Commerce.

Workshop Location:
Rio Grande Financial Network
1052 Main Street Ste A
Los Lunas, NM 87031

*"The key to successful
leadership today is influence,
not authority."
~Kenneth Blanchard*

About Our Organization

We are a training and management consulting firm that believes in developing leaders at all levels of the organization and that dollars invested in training, should get results!

We provide organizational assessments, strategic planning services, management consulting, leadership development and employee training services.

We have open forum workshops and we develop and deliver customized in-house training solutions. We provide management-consulting services and have expert solutions

for strategy development and execution. We also have an expansive library of online training modules.

Organizations typically have two types of problems, people and systems. We help our clients develop strategies and solutions that get to the heart of the issues and ultimately, get the results they are after.

We believe that people are an organizations greatest asset and when you invest in them, you can get amazing results!

Gemini
Business Performance Solutions
www.geminibps.com
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*"However
beautiful the
strategy, you
should
occasionally
look at the
results."
~Winston Churchill*