

# *Motivating Staff Economically*

While money has long been considered a great motivator, statistics and research have proven it to be more of a band-aid than a corrective procedure. This session examines the strategies, techniques and understanding that every healthcare manager must have in today's workplace to inspire focus, gain commitment, and motivate their staff to achieve higher quality and productivity levels and standards. Attendees will learn useable techniques to help achieve maximum staff output with little or no financial input.

## Each attendee in this break out session will:

- Walk away with a clear understanding of employee motivation and how it works
- Learn about the two true motivators and how to determine which is most effective for a healthcare staff
- Explore the concept of influence versus control
- Understand how we accidentally de-motivate team behavior with incentive programs
- Take a self-survey and learn how management's motivators may turn off the staff
- Receive 5 incentives guaranteed to T.R.A.S.H. staff motivation
- Get 5 incentives that D.R.I.V.E. the staff to individual and team success
- Get 10 techniques that cost nothing, but gain incredible staff commitment
- And much more...

 **For Success Seminars!**

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