



Behavioral Profiles

One of the biggest challenges we encounter at work is trying to understand the actions of other people. Hiring would be much easier if we could predict how people would actually perform. Teams would be more effective if we took the time to learn the strengths of each member. Communication would be enhanced if we valued each employee's unique style.

Why Use Profiles?

By using profiles, you will better understand the working styles of your employees. Behavioral profiles give insight into your own behavior as well as the behavior of others, allowing you to communicate more effectively. Your managers will be able to better utilize their strengths, enabling them to build productive teams. In the end, relationships will grow stronger, leading to a healthier business climate.

Avoid Attrition

Employees don't leave companies, they leave managers. Problems such as poor communication, lack of appreciation and recognition, underutilization of talents, and lack of opportunity to grow and learn often result in unwanted employee turnover. Profiles help managers utilize employee skills to the fullest, thereby reducing attrition. By allowing different styles to flourish, managers will help their employees feel valued and will stand a better chance of retaining them.

Put Behavioral Profiles To Work In Your Organization

Profiles are one of the most important investments you can make in employee and manager development. FlashPoint helps you select the right profile tool and provides ongoing administration. We also train you to understand and utilize behavioral profile reports for maximum employee and team effectiveness.

Contact FlashPoint to learn how profiles can help you:

- » Improve hiring and selection
- » Understand and accept differences
- » Develop great managers
- » Reengineer or restructure for greater efficiency
- » Improve communications
- » Enhance the selling process
- » Reduce conflict
- » Build better teams
- » Create more pointed target marketing
- » Elevate leadership
- » Help employees manage their careers
- » Improve working relationships
- » Increase productivity