



What Can Your Employees Teach You?

Your People Can be the Key to Your Organization's Success

Employees, staff, associates, team, however you choose to reference your people, I believe they are a company's most valuable asset. Yes, many other things are also important, like a reason to be in business, strong management, loyal customers, effective marketing, sound financial controls - but none of that is sustainable without the right team of employees all pulling in the same direction. Employees can make or break the success of any organization.



If company owners and leaders include employees in initiatives and ensure that they

are engaged, success frequently follows. Some key things to learn from employees include:

- What customers really want, need and think
- What is actually happening, which can make or break success
- Which systems are working, which ones are broken and need to be addressed
- Where there is waste
- Where to find opportunities for improvement
- Workable solutions to problems

A key to getting important input from employees and realizing the most value from your team is to earn employee loyalty. Any company can implement an employee loyalty program that will create a positive and productive work environment. If your people believe they are receiving superior value from their company and feel good about their relationship with their boss, there is a greatly increased chance that they will be loyal and engaged. How do your employees feel about you? There are ways to find out.

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