



Get More Productivity for Less Money...

Your Employees will Love You for It!

John Schaefer shows companies how to get their employees to bring their "A Game" to work every day, turning expenses into profits!

John Schaefer

America's Employee Recognition Expert

"John's new insightful book shows you how to get the most out of yourself and your colleagues."

Brian Tracy

"If you want to quickly identify who's making money for your company and who's just 'phoning in their performance' read this book, have him speak. That is, unless you're the one phoning it in!"

Ross Shafer

Nobody Moved Your Cheese

"John's book will help you succeed in dealing with the number one problem in the workplace – People!"

Scott Alexander

Author, Rhinoceros Success

"John has a natural empathy and understanding for the employee that is genuine and heart-felt."

Marilyn Spooner

Rockwell International

"These tools will save you a bundle of money, time and frustration!"

Dr. Joe Vitale

• **Featured Speaking Engagements**

Northern California HR Association conference

Phoenix, Arizona, SHRM conference

San Antonio, Texas, SHRM conference

ALIGN BizLibrary Client Conference

Automotive Oil Change Association – IFLEX Int'l Fast Lube Expo

Methodist Hospital System - Directors Enhanced Education Program

California Water Environment Association - Supervisor's Safety Seminar

• **Articles appearing in over 50 publications including**

Incentive Magazine, SuperVision, Corporate & Incentive Travel,

Recognition Review, Leadership Excellence, The American Salesman,

The Real Estate Professional, National Oil & Lube News and Best Practices HR

BACKGROUND

- Industrial Engineering degree from ASU
- 5 years manufacturing experience
- 25+ years employee recognition experience
- Knows what makes your employees "tick"

OUR PROGRAMS

- Get More Productivity for Less Money . . . Your Employees will Love You for It!
- Why Should Managers Care? Getting to the bottom of what they're really thinking . . . "What's in it for me?"
- The Vocational Shrink Communications Training Program
 - Book
 - Game
 - Action Guide

PARTIAL CLIENT LIST

Allied Signal • AT&T
 BETZ Laboratories • Chrysler Corporation • Farmer John
 Farmers Insurance • Ford Motor Company • General Motors
 Georgia Pacific • Harley Davidson
 IBM • Lawrence Livermore Laboratory • Mita Corporation
 Mitsubishi Electronics • Ortho Pharmaceutical • Pitney Bowes
 Rockwell International • See's Candies • Southwest Airlines
 State Farm Insurance • Unocal
 Wells Fargo Bank

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