



FIND MOJO[®]

LEARNING SUITE

EMPLOYEE EXPERIENCE. ELEVATED.

TODAY'S WORKER

Starting in 2024, a new generation of workers, comprised of Millennials and Gen Z, started making up 75% of the workforce. *-Deloitte*

What motivates them?

Only **33%** feel their organization makes the most of their skills.

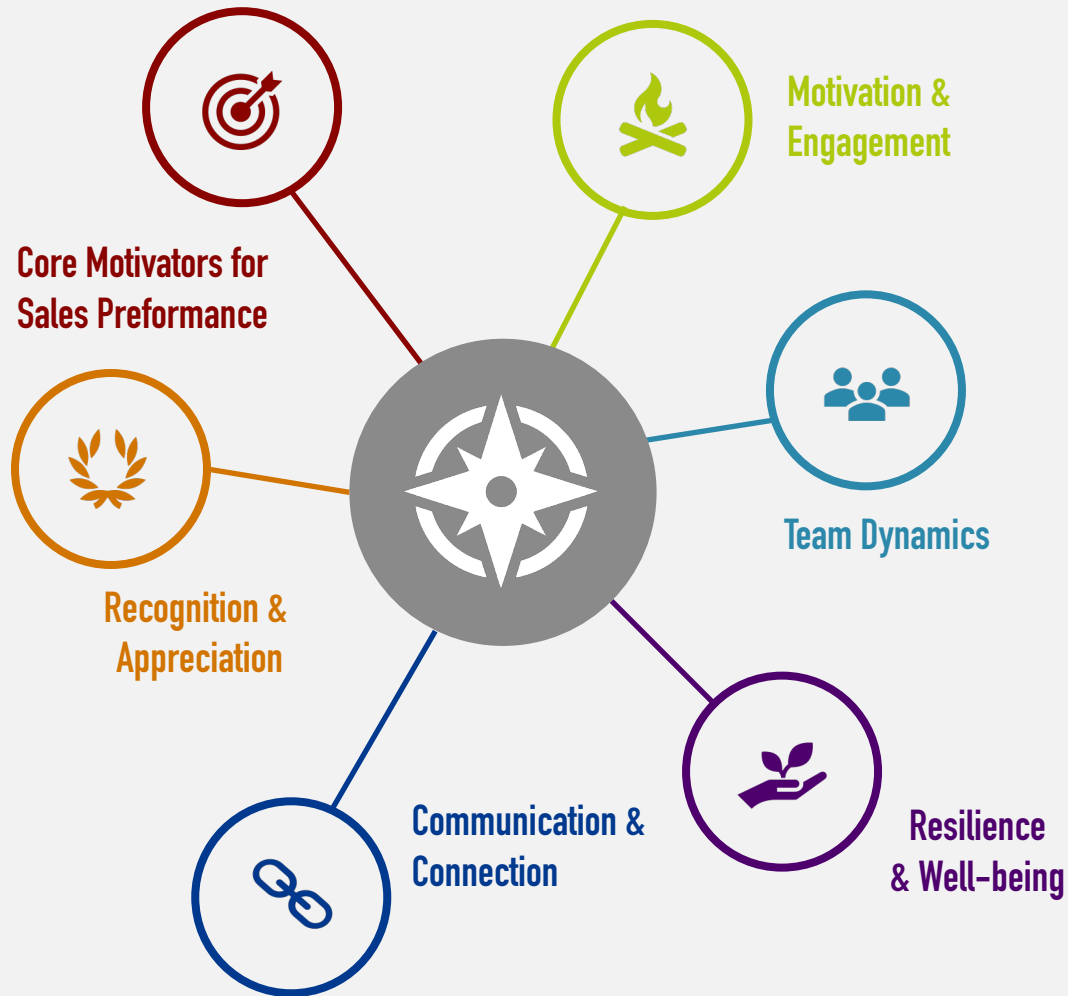
66% expect to leave their current job in the next 12 months.

How do we help them develop resilience?

50% of Millennials and **75%** of Gen Z say they've quit a job for mental health reasons.

How do we communicate with them?

Only **10%** feel comfortable speaking with a leader about their challenges.



EMPLOYEE EXPERIENCE. ELEVATED.

Employees do their best work when they feel energized, emotionally resilient, supported by strong teams, communicate effectively, and feel appreciated. These aren't soft skills—they're the foundation of a meaningful work experience. When employees thrive in these areas, performance increases, and the employee experience isn't just improved. **It's elevated.**

BUILT FOR TODAY. DESIGNED FOR IMPACT.



MOTIVATION & ENGAGEMENT

Answers the question, “**What motivates and energizes me?**”



TEAM DYNAMICS

Answers the question, “**How do we understand each other and work better together?**”



RESILIENCE & WELL-BEING

Answers the question, “**How do I bounce back from disappointment and mitigate workplace stress?**”



COMMUNICATION & CONNECTION

Answers the questions, “**How do I understand how I communicate and how can I do so in ways that create connection?**”



RECOGNITION & APPRECIATION

Answers the questions, “**Do I feel valued and appreciated? Do I know how to effectively recognize my people?**”



CORE MOTIVATORS FOR SALES PERFORMANCE

Answers the questions, “**What rally motivates and drives my salespeople? And what can I do about it?**”

WHY FINDMOJO'S PROGRAMS WORK

BUILT FOR A NEW GENERATION

We don't recycle outdated training models.

Our programs are designed for today's workforce—especially Millennials and Gen Z. We understand what motivates them, how they learn, and what helps them become resilient employees.

"We speak your language because one-size-fits-all doesn't work anymore."

ASSESSMENT-DRIVING LEARNING

Personalized for every participant.

Each course includes a science-backed assessment that gives learners immediate insight into themselves and gives facilitators and managers data to tailor coaching,

"Know yourself. Grow yourself."

SPEED TO IMPACT

Half-day sessions. Full-impact outcomes.

No fluff, no wasted time. Our half-day courses deliver practical tools, repeatable frameworks, and immediate next steps. Learners walk out with skills they can put into practice the very same day as the training.

"What you learn in the morning, you use by the afternoon."



What You'll Learn:

- Identify your core motivators using the research-backed Motivators Assessment to uncover what drives energy, meaning, and performance at work.
 - Discover engagement blind spots and pinpoint areas of disconnect between current tasks and what truly matters to you.
 - Sculpt your job responsibilities by aligning daily work with your motivators to do more of what you love and less of what drains you.
 - Aspire toward growth by leading aspirational conversations, tailoring job sculpting, and co-creating meaningful development plans.
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Program Outcomes & Problems Solved

- Boost employee engagement, motivation, and job satisfaction which leads to higher discretionary effort.
- Equip managers with tools to personalize motivation, coaching, and career development conversations.
- Reduce turnover by replacing disengagement and “quiet quitting” with career development.

A background image showing a group of people in a meeting, with a woman in the foreground smiling and gesturing with her hands. The image is overlaid with a green tint.

FIND YOUR MOJO ENGAGEMENT



What You'll Learn:

- Understand how motivational identities impact team dynamics, performance, and communication.
- Use the **Motivators Team Report** to identify motivational synergies, uniqueness, and potential caution zones.
- Build psychological safety through vulnerability, shared language, and inclusive conversations.
- Learn how to lead or contribute across **generational divides**.
- Draft a compelling **Team Rally Cry** that aligns strengths and aspirations.
- Apply the “**Manage to the One**” mindset to tailor support, feedback, and coaching based on what motivates each individual.

Program Outcomes & Problems Solved

- Breaks down barriers to trust by surfacing what motivates each team member.
- Reduces friction and dysfunction caused by misunderstood or misaligned expectations.
- Creates alignment and momentum through shared insight and a unified team purpose.
- Better collaboration and morale.
- More meaningful one-on-one and team conversations.



FIND YOUR MOJO TEAMS



What You'll Learn:

- Understand the root causes of workplace anxiety and how to recognize early signs in yourself and others.
- Build practical tools to face uncertainty, bounce back from setbacks, and let go of not meeting unrealistic standards.
- Learn strategies to prevent work overload and burnout by setting boundaries and redefining success.
- Foster connection and inclusion by learning how to lean into healthy conflict and reduce isolation.
- Use the **Resilience Index** and **THRYVE model** to assess and improve resilience across four key dimensions.

Program Outcomes & Problems Solved

- Reduce emotional fatigue, presenteeism, and absenteeism caused by burnout and stress.
- Equip managers to lead more open, stigma-free conversations about mental health.
- Increase psychological safety, resilience, and personal capacity to handle adversity.
- Tackle rising mental health challenges among younger workers and across teams.



EVERYDAY RESILIENCE

What You'll Learn:

- Reveal your default communication style with the **Communicator Profile** and how it shapes the way you show up (or not) in conversations.
- Apply the **Communicator Framework**—Clarity, Curiosity, Courage, and Conviction—to any conversation.
- Learn to reframe conversations by grounding them in your core values and communicating with authenticity.
- Understand why communication breaks down in most organizations
- See how to avoid the conversation traps of assumption, ambiguity, and avoidance.
- Recognize that not all conversations are difficult, but many are essential—and knowing how to approach them is key, especially across generations, levels, and roles.

Program Outcomes & Problems Solved

- Replace outdated communication models with a practical, modern approach built for real-world workplace challenges.
- Close the generational communication gap by aligning new expectations with practical tools and mindsets.
- Reduce breakdowns, rework, and delays caused by one-sided or unclear communication.
- Create teams of confident, values-aligned communicators who drive transparency, trust, and better decision-making.

A man with a beard and glasses, wearing a light-colored blazer over a white shirt, stands with his hands raised in a gesture, palm facing forward. He is positioned in the center of the slide, overlaid on a blue-tinted background image of an office setting.

THE ESSENTIAL COMMUNICATOR

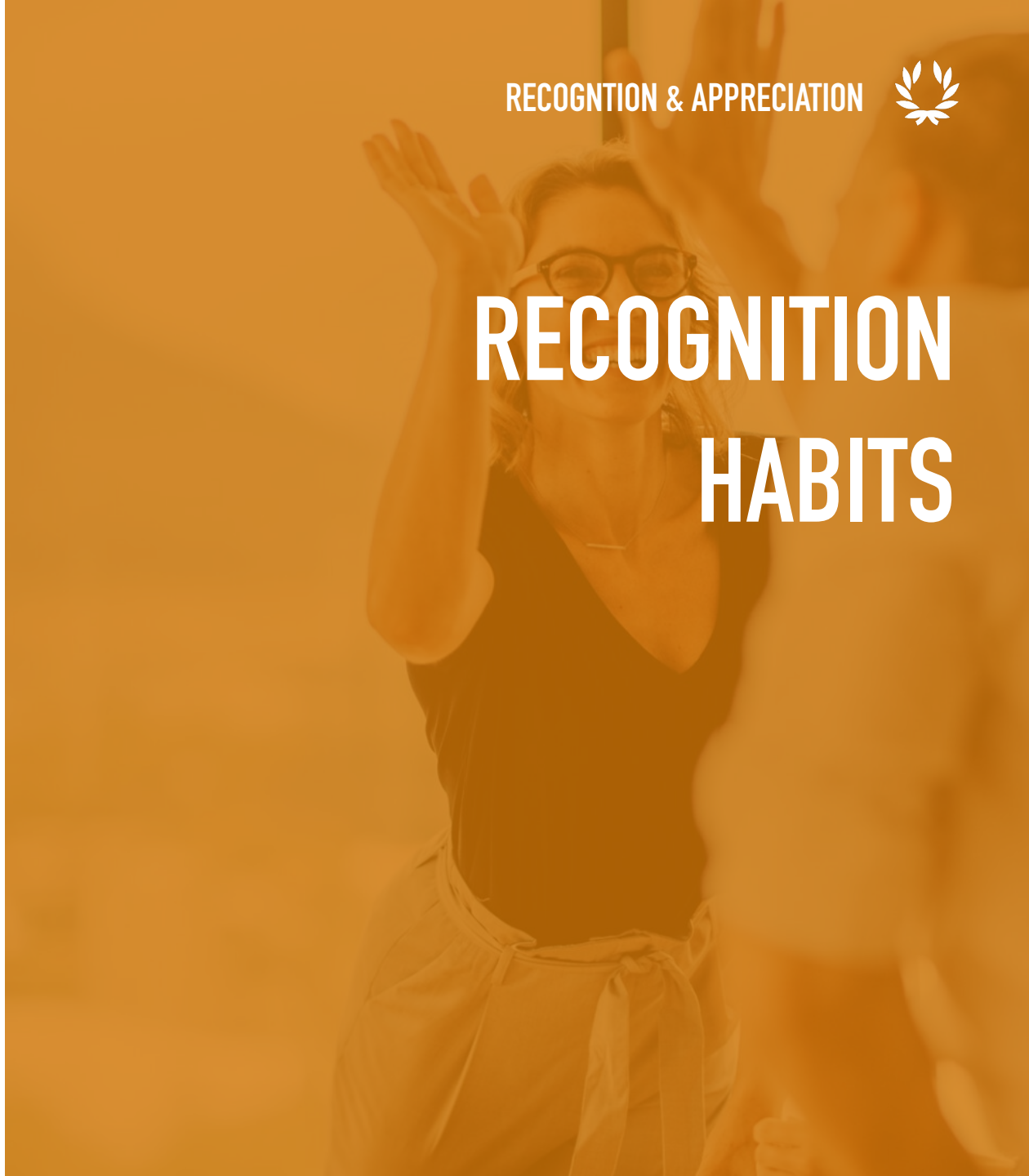


What You'll Learn:

- Learn to spot and reinforce behaviors that create value by seeing small wins and developing empathy by walking in employees' shoes.
 - Practice expressing appreciation authentically and in ways that resonate, that are tailored to the individual, and timely.
 - Shift from reactive to proactive recognition that reinforces company values and boosts morale.
 - Run real-world experiments to test and adopt the gratitude behaviors that work best in your culture or team.
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Program Outcomes & Problems Solved

- Build stronger leadership credibility and connection through meaningful recognition.
- Close the “Gratitude Gap” between what managers think they do and what employees actually feel.
- Transform team recognition, making it peer-to-peer.
- Solve for recognition deficits, underappreciated team members, and leaders unsure how to give feedback or show appreciation.



RECOGNITION HABITS

What You'll Learn:

- Discover your personal **sales motivators** and how they impact your energy, focus, and performance.
- Reflect on your past and current sales roles to uncover what's fueling (or draining) your drive.
- Maximize your production by aligning daily tasks with what intrinsically motivates you.
- Understand your sales team's **motivational drivers** and how to create synergy beyond traditional incentives.
- Apply the **Mojo Framework for Sales** to connect motivation to real-world activities like prospecting, pitching, and closing
- Managers gain practical coaching tools to develop their sales teams for top performance.

Program Outcomes & Problems Solved

- Replace short-term incentives with **intrinsic-driven motivation** that sustains performance and job satisfaction.
- Help sales leaders coach more effectively by aligning motivation with sales outcomes.
- Reconnect sales reps to the “why” behind their work, not just the number.
- Drive better team dynamics by understanding what makes each rep tick
- Equip sales reps to stay energized, focused, and motivated in high-pressure, high-rejection environments.

CORE MOTIVATORS FOR SALES PERFORMANCE

SIMPLE. FLEXIBLE. SCALABLE.

MOTIVATION & ENGAGEMENT

**Find Your Mojo
Consultant**

Course Length

½ day

Formats

Virtual or in-person

Materials

Physical and Digital

Pre-work:

Motivators Assessment™

TEAM DYNAMICS

**Find Your Mojo
Teams**

Course Length

½ day

Formats

Virtual or in-person

Materials

Physical and Digital

Pre-work:

Motivators Assessment™

RESILIENCE & WELL-BEING

**Everyday
Resilience**

Course Length

½ day

Formats

Virtual or in-person

Materials

Physical and Digital

Pre-work:

Resilience Index™

COMMUNICATION & CONNECTION

**The Essential
Communicator**

Course Length

1-day and ½ day options

Formats

Virtual or in-person

Materials

Physical and Digital

Pre-work:

Communicator Profile™

RECOGNITION & APPRECIATION

**Recognition
Habits**

Course Length

½ day

Formats

Virtual or in-person

Materials

Physical and Digital

Pre-work:

Recognition Gap
Snapshot™

SALES PERFORMANCE

**Core Motivators for
Sales Performance**

Course Length

½ day

Formats

Virtual or in-person

Materials

Physical and Digital

Pre-work:

Motivators Assessment™



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 **READY TO
ELEVATE YOUR
EMPLOYEE
EXPERIENCE?**