

Actual Results of Using Whole Brain Technology with HBDI Profile & Workshop(s)

A Quadrant

Increased revenue (3 new clients, \$100 million)
3-year savings of \$74K
Found \$500 million in hidden funds appropriated by individual departments
Increased sales (300% to major client)
Technical problem solving
Reduction of tech support call time over two months (27% and 39%)
Cost savings of \$125K over one year
Whole brain team solved “unsolvable” problem – saved \$4 million contract
Acquisition of new technical skills
Solved technical difficulties (on time!)
Improved overall financial performance
Reduced attrition by over 50%
Hockey team climbed to 7th place in play offs (started with losing streak!)

B Quadrant

Increased productivity
Achieved results requested by board
Fast completion and delivery of new design
Discipline to deal with corporate structure, control emotions
Effective Implementation of world-wide training
Improved alignment between sales managers and purchasing managers
Job realignment – common outcome
Faster tech support call “closes”
Results implementation
Safety record and results improved through whole brain approach

C Quadrant

Improved staff climate, personnel development and communication
Improved understanding of customer styles and handling
Self-understanding and job change for better fit and work satisfaction
Improved team performance
Team spirit, passionate communication
Relationship improvement (between father and daughter)
Forgiveness of others
Tailor communication to meet changing culture
Brand and agency teams starting working together
Better customer relationships and consultative selling
Bridging two different cultures
Analysis of family profiles revealed “tribal” miscommunication
Technical experts learned to communicate

D Quadrant

Increased creativity and innovation
Crafted holistic vision statement in one session
Massive personal change; ability to take risks
Realization of CEO's new vision
Unexpected team creativity
When creativity worked, it really worked
Invention of new power system in 12 weeks
New sales approach through consultation
Clarification of future and integration of ideas
Strong synergy between people who previously couldn't communicate
New leadership strategy
Creative problem solving and creative applications to work challenge
Greater call response flexibility from tech support
Invention of new process