

THE JASON WOMACK COMPANY.

The Jason Womack Company Client Success Story #3

Helping an Organizational Advancement Manager Create More *A-Ha!* Moments for Employees

Client Profile: Shaun Branon, Organizational Advancement Manager
The Timken Company

Mastering Workplace Performance – Executive Coaching

Shaun Branon is the Organizational Advancement Manager for The Timken Company. Branon is responsible for nine plants globally and 2,000 associates.

Challenge

"Most of us here at Timken have lots of projects in motion, attend multiple meetings in a given day, and are getting 100 or more emails per day on top of it all. This can stress people out and hinder their performance. We need to help them solve that."

The Timken Company turned to Jason Womack to help their team reflect and improve upon how they approach day-to-day work, and better leverage systems and processes to get more done with less stress.

Working with Womack: Taking Each Person to their Own *Next Level* of Productivity

As Organizational Advancement Manager for The Timken Company, Shaun Branon observes that, each individual brings a different degree of prowess to their work when it comes to personal productivity. Branon and his team rely on Jason Womack's ability to help individuals make significant improvement in this critical area.

"Whether Jason is coaching you one-on-one, or delivering a productivity workshop for your team, he has an ability to take each person to their own *next level* of efficiency in terms of how they do their job," says Branon.

According to Branon, much of the value comes from the emphasis Womack places on strategically examining *how* each person approaches their own work, versus merely imparting tips and tricks for managing email and the like.

"Jason's workshop content is about challenging you to explore how you approach your day to day activities. He gives participants things to really think about, like being more strategic and systematic about how you plan, track projects, and interact with others."

That said, Branon points out that workshop attendees often glean 'bonus' value by tapping Womack's deep knowledge of productivity tools and technologies when he's on site.

"During a workshop break, you might see Jason off in the corner of the room, answering someone's specific question about how to use a BlackBerry more efficiently, and showing them a few useful shortcuts, for example."

According to Shanon, weaving together the strategic, tactical and technological aspects of workplace performance and productivity in ways that people can quickly apply is where Jason excels. "He puts it all together, and as a result, he's helping us get more done in less time."

Outcomes: 20% More Productive, Lots of A-Ha! Moments

"I've seen lots of 'A-Ha!' moments when Jason holds a workplace performance seminar for Timken. You can see the lights going on, so to speak, and to me, when someone has a breakthrough moment like that, it's a great indication that the training is relevant and the learning is going to stick."

Individually, Branon says he's experienced significant gain in personal productivity since working with Jason one-on-one.

"I'm using Jason's strategies every day, from how I process email to how I plan the day and prioritize work. All told, I'd estimate he's helped me be 20% more productive. I was already a very organized person before working with Jason, but he's taken me to a whole new level of efficiency."

"Jason helps us avoid the overwhelm and stress, and get on with the business of getting more done."