

“The most powerful self development tool we ever used. When our employees are growing, the organization grows exponentially.”

Scott Jamieson

*former CEO/President of
The Care of Trees*



Scott Jamieson shares how the Enneagram enhanced the corporate culture and overall success experienced at The Care of Trees.

On Corporate Culture

“The Enneagram was introduced as a sale training tool at The Care of Trees, but soon became indoctrinated into virtually every aspect of our corporate culture. It really helped our leadership become aware of their management styles and break down the barriers that impeded communication and efficiency. One of our regional managers was awakened to his defensive communication approach and the effect it had on others. Ultimately, we all achieved greater awareness of ourselves and our peers, resulting in greater productivity.”

On Corporate Behaviors

“While the Care of Trees had one of the best safety records in the industry, the company still had its share of on-the-job injuries. Collectively, our management team decided to improve upon this status by adopting a “no one in our family gets hurt” philosophy which translated to an advance analysis of potential dangers at work sites. The mutual trust developed through the Enneagram self discovery process resulted in an environment of approachability that encouraged our male dominated staff to ‘watch each other’s back.’ In the first year of implementation, the new safety behaviors resulted in a 20-30% decrease in accidents and a \$100,000 reduction in worker’s compensation claims.”

On Sales Growth

“Use of the Enneagram had a huge impact on sales, revealing to our staff how their presentation of themselves was perceived by those of other Enneagram styles. Staff members who were a Style 9 learned how to bounce back from rejection. Those who were Style 2 discovered their pre-disposition of “giving away the store.” Another sales person who had repeatedly attempted to reach the million dollar mark was able to do so following his self discovery. Following Enneagram training, company sales consistently increased by 10% a year.”

On Personal Leadership Style

“As a Style 9, I discovered that my work approach of soliciting ideas and consensus was often perceived as being indecisive. While I will always value and solicit input when making a decision, I began gathering information in a less obvious manner. Accordingly, I began to be perceived as a strong leader among our company of 500 employees and enjoyed greater leadership success.”

“The issues that curtail business success aren’t so much about products, services, or pricing structures. They are about people. While the Enneagram can be helpful on a personal level, it can also be extremely beneficial in a business situation. Come join me and other professionals this September at **The Leadership Challenge: The Art of Greatness NOW.**”

Scott Jamieson