



My Success Story

by Bruce Renton

How Workplace Champion built my Alberta success in less than two years.

Two months before September 11, 2001, I bought a training and development distributorship while living in Toronto. Prior to working for myself my experience ranged from working as a technical supervisor for mineral exploration programs in remote and harsh conditions, managing a metal service center in the maintenance metal industry to directing a telesales team for the same business.

It was my dream to use my experience to help other people who had been promoted recently or in the job for a long time to get past the hurdle of moving from being a great worker to a great front line manager or supervisor. I realized within myself and in the hearts and minds of my peers that most of us wanted to do a good job, but never had the opportunity to develop the people skills to run manage a group of people! My business started well in Toronto. The two prospects I visited on the above and unforgettable date turned into great customers. I equaled my employment income in my first year of business.

Disaster Struck

Two years ago I made one of the best decisions I have made in a long time; move to Alberta. Here I could be with family and extended family and also develop my business in a booming economy. Wanting to understand how different Westerners think and work I started out by getting to meet hundreds of people here in Alberta. It was important to be sure that my experience of working with front line managers would work here too. In the middle of my getting to know Calgary disaster struck- I had a grand mal seizure for the first time. It took four paramedics to sedate me. Waking up in the hospital a few hours later my sister told me I had a large benign tumor on top of my brain. The neurosurgeon told me confidentially that he could take it out next month. I was never afraid! All I was worried about was getting back to work.

Three days before Christmas 2005 I walked out of hospital after a stay of only a few days. A few months later an MRI scan showed an aggressive return of the tumor. Without intervention I wouldn't be able to drive in the future. By mid-summer radiation surgery ended the intrusion of the tumor. That was the good news. The bad news was that I had used up all my savings and I wasn't able to drive. John Smithman, the author of Workplace Champion, and founder of Champions in the Workplace in Vancouver called me. We had known each other through the same above distributorship. Just at the time I was developing my own people skills training program, John told me about his newly developed Workplace Champion program.

My Turnaround Using Workplace Champion

Within a week I had a copy of the manual and a great coach to lead me through the program. John's progressive applied learning model combined with his regular coaching sessions was the best thing that could have happened. This was just what I needed in my own life to help me through the challenges I was having. One week after the radiation surgery for my tumor, I got back to work. Only able to work a few hours a day I took public transportation to get to the nearest industrial park. It was late July, the worst season of the year to sell training programs. Giving myself a three month window by which to reach a specific sales target and get my car back on the road, I got to work. Within six weeks I had my first client and two weeks later my second- Maple Leaf Foods. My third client a short time later was with a division of Precision Drilling. Other noteworthy clients include NovAtel, Treaty 7 Management Corporation, and Calgary Italian Bakery.

Not only did I turn my life around but over the last couple of years by following the Workplace Champion program I have coached hundreds of other champions here in Alberta to find greater success in both their personal and professional lives. I am a living testimony of how anything is possible. One final note of success was the publishing of an interview of my unique approach to coaching and training in the March 2008 issue of Alberta Venture. I live a balanced and happy life thanks to applying Workplace Champion. Now I want to share my success with as many people as I can!

Articles by Bruce Renton

- Under-Employment
- What Bugs Me About Some Training

Champions in the Workplace(tm) has been helping people at work since 1996. The company began operations in Vancouver, British Columbia, and was founded by John Smithman. In 2006, Bruce Renton opened the Calgary office to provide these unique personal training services for Albertans.



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