



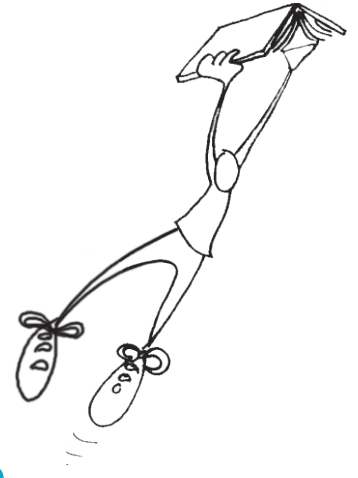
# learning through experience

COMPETE. CHANGE. COLLABORATE. RESOLVE CONFLICT. MAXIMIZE RESULTS.

# learning through experience



People learn best through experience.



For almost two decades **On the Mark** has designed and implemented experiential learning initiatives that help organizations create the

vision, conviction and understanding necessary to achieve their goals.

**On the Mark's** Learning Experiences truly impact productivity and touch people's hearts. These experiences are so

engaging and different from other training programs that they often are not recognized as training.

"We have worked with On the Mark for many years. Not only are sessions motivational, but they leave a lasting impression on the organization. We have seen enhanced business performance, which I can trace directly to the teamwork developed with On the Mark."

Michael Allen  
Senior VP  
Marketing  
Kellogg's USA

"Amazing! We were very pleased with how well the content and exercises fit in with our objectives... On the Mark took our situation, rolled with it, and produced great results. They really exceeded our expectations!"

Erin Burges  
Microsoft



## What is Experiential Learning?

Experiential Learning creates safe environments that simulate real world opportunities and challenges.

Participants learn by doing. They are encouraged to behave as they would in the real world and are given opportunities to step back from the situation, examine their actions, and figure out what “works.” At the end of our Learning Experiences partici-

pants have **Learned** and **Practiced** powerful tools that they can quickly **Apply** to their work and personal lives. **On the Mark** changes how people work.

### LEARN • PRACTICE • APPLY

*We will work with you to ensure that the motivation, lessons and skills stick with participants.*

**LEARN:** We use multiple debriefs within every experience. Participants dissect what is happening and identify what they need to do to improve their performance.

**PRACTICE:** It’s more than theory. Lasting behavioral change requires practice. On the Mark experiences aren’t gotchas - rather they provide opportunities to practice new skills that the participants learned in the experience.

**APPLY:** It’s about impact. Experiential Learning is fun, but we make it very clear that the experience is about impacting real-world productivity.

### OUR EXPERIENTIAL LEARNING:

- Creates powerful analogies for real-world challenges
- Builds a common experience
- Teaches practical skills
- Provides opportunities for practice
- Engages participants emotionally
- Challenges participants intellectually
- Develops a living language for organizational use

learning through experience



## A True Partner

When you work with **On the Mark**, you work with a diligent partner that is committed to helping you achieve your goals. We have worked this way since 1990 because it's the best way we can guarantee our own success. To

be blunt, we know that customer retention and referrals are the best way to grow our business and we will be relentless in our efforts to meet your needs.

For more information contact:

**On the Mark**

The Learning Experience Company Inc.

416 255-5066

[www.onthemark.ca](http://www.onthemark.ca)

[info@onthemark.ca](mailto:info@onthemark.ca)

"Sometimes you can do training and it doesn't stick - this did."

Dina Dire  
Bausch & Lomb