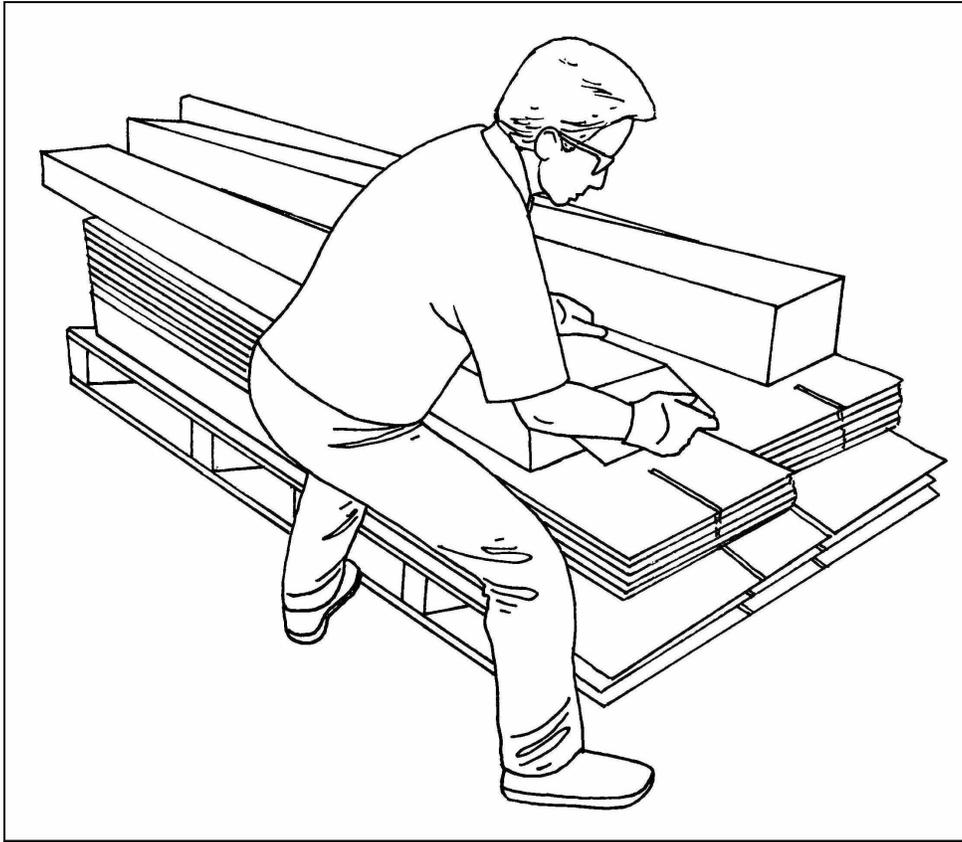


## ***TROUBLE SHOOTING GUIDE***



**THIS TRAINING ONLY BENEFITS THE COMPANY AND NOT THE EMPLOYEES!**

Unfortunately, there are employees who just can't see the benefit of training, no matter what it is. You can turn this negative statement around and make it instantly positive by briefly explaining the obvious:

Of course the company wants to save money and wants to benefit from the training but before they see one cent in savings, it is because *you* didn't get hurt. You the employee are the primary beneficiary of this training and the company is only the secondary beneficiary and that only happens if you don't get hurt!