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Case Study Marie Ball

CAHRI Certified Professional Australian Human Resources Institute

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INTRO

Marie Ball is a Motivational Maps Business Practitioner with a Masters in Human Resources. After a career in Welfare and subsequently HR, she started her own business with the Maps. She is one of two BPs in Australia, and it is her mission to make the Maps nationwide!.

QUOTE

For a lot of people, leaving their job to work self-employed is a big and frightening step. Marie observed that: "It can't be about the money. I've had people come to me saying: 'I give up, I'm not making enough.' They couldn't sell enough Maps or training. But it should never be about the money in the first place. It's about helping people. I think it's my Searcher, that I believe there's good in everyone and potential in everyone. The Maps allows us to see that. I want everyone to not only do a Map but have a good experience of the Map, like I did."

TOP MOTIVATOR : SPIRIT



Marie is a Spirit motivator, but she observes that her top three motivators (Spirit, Searcher, and Creator) are all interlinked, fostering a spirit of independent creativity that is focused on helping other people: "I don't like being told what to do! Any smart manager always left me to my own devices to deliver in my own way."

Being a BP has allowed Marie room to fuel and fulfil her motivators, which has led to independent creation. Marie has a number of exciting projects underway, she is hoping to introduce the Maps into the academic sphere and education environments by creating a course / modules that will be available to HR, Business Management, Coaches and Counselors at Australian educational institutions.

Marie began her Maps network while she still worked for a government organisation in Australia. Given an opportunity, she began mapping people in the department. When she left, she had a community of 300 or so people who'd already had a positive experience of the Maps. There is a huge cultural difference here: "In Australia, there has been government 'civil service' work, because these organisations provide a budget per employee for professional development and maps have proven to be a great investment. We haven't even begun to tap the private sector yet!"

TOP TIP

"The Maps is a tool for having a conversation. The Maps can have such a positive impact on people, but don't over-promise what it is or tell them it's a psychometric. It's a way in."

Discover the difference Motivational Maps can make to your business

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