

## Spreading positive energy: Celebrating wins in the dealership.



In today's fast-paced automotive industry, where teams are often smaller and resources are limited, prioritising your wellbeing can be a challenge. Our [M]enable Moments guides are designed to assist you in navigating various aspects of mental wealth.

In our thirteenth guide, Stephen Whitten, founder of [M]enable, discusses the benefits of spreading positive energy.

**In the fast-paced world of car dealerships, it's easy to focus solely on hitting sales targets or resolving customer issues.**

**However, creating a positive workplace culture begins with recognising achievements—both big and small.**

**Acknowledging effort and success not only boosts morale but also strengthens team dynamics and enhances everyone's mental well-being.**

Celebrating wins doesn't have to wait for a record-breaking sale. Simple moments of recognition—such as acknowledging a colleague for handling a tough customer with grace or achieving a personal best—can make all the difference. A quick shout-out in a team meeting or a handwritten note can turn a good day into a great one.

Leaders play a crucial role in modelling this positivity. Taking a moment to publicly praise a team member for their hard work or innovative ideas fosters a culture of appreciation. Equally important is peer-to-peer recognition—encouraging colleagues to lift each other up builds camaraderie and mutual respect.

Don't overlook small victories. Whether it's someone improving their product knowledge, solving an inventory issue, or stepping in to help during a busy shift, these moments contribute to the team's overall success. By celebrating them, you show that every effort counts.

Spreading positive energy through recognition not only motivates individuals but also creates a ripple effect across the dealership. When people feel seen and valued, they become more engaged, productive, and happy in their work.

**Try this:** Take five minutes today to thank a teammate for something they've done recently. Whether it's a big win or a small act of kindness, your words might be the highlight of their day.

For more information or help in your business, please get in touch at [action@menable.org](mailto:action@menable.org)

## About Stephen

Stephen Whitton was an Automotive Trainer, Speaker, Consultant, and Coach, known for his ability to captivate an audience on stage.

Despite his outward success, for many years he faced mental health challenges stemming from unresolved childhood trauma.

In 2020, he confronted these challenges head-on with the guidance and support of his inner circle.

This journey inspired the creation of [M]enable, an initiative focused on equipping leaders and businesses with tools to prioritise mental wellbeing in the workplace.

[M]enable fosters open discussions to promote a more empathetic, supportive, and resilient industry culture.

If you'd like to learn more or want help to embed mental wealth thinking into your business, please contact us via [www.menable.org](http://www.menable.org)

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