

Helping You Flourish Virtually

Our Menu of interactive online modules for you to choose from:

Leadership

	Title	Duration	Key Topics
1	Leadership Impact	1.5 Hr.	<ul style="list-style-type: none"> • Manage your own state, conscious the impact your visible 'presence', and ability to communicate powerfully and prolifically has on your team • Your State Management • Know your triggers and how to deal with them
2	Supporting Remote/Virtual Teams	1.5 Hr.	<ul style="list-style-type: none"> • Motivating teams in Difficult Times via the 3 C's - Communication, Connection and Consistency • Setting Expectations • Meeting set up • Thinking Differently • Connecting through Coaching • Keeping your culture alive virtually
3	Lead by learning Delegation and Empowerment	1.5 Hr.	<ul style="list-style-type: none"> • Shift to a delegation mindset • 4 strategies to help you learn to delegate – <ol style="list-style-type: none"> 1. The why 2. Inspire commitment 3. The magic mix of accountability and support 4. Match making • Know the right coaching style when delegating tasks
4	Leadership Speed	1.5 Hr.	<p>PREWORK option: Pace assessment</p> <ul style="list-style-type: none"> • Why is leadership speed important? • What is leadership speed? • How can I improve? • Where do I focus first?
5	Becoming a Trusted Leader	1.5 Hr.	<p>Understand business consequences of trust and latest research on impact of trust</p> <p>Building the Trust Trifecta as a Leader</p> <ul style="list-style-type: none"> • Build Positive Relationships • Exercise Expertise and Good Judgement • Demonstrate Consistency <p>Participation in a Trifecta of Trust survey which gives you your personal preferences and a development guide</p>
7	Leading and Building a High Performing Team now and beyond Post COVID-19	1.5 Hr. + 1.5 Hr.	<ul style="list-style-type: none"> • Tapping into Extraordinary Leader 5 traits of high performing team leaders and building your One Page HPT Plan • Team Leaders Inspire More Than They Drive • Team Leaders Resolve Conflicts And Increase Cooperation • Team Leaders Set Stretch Goals & Hold each other Accountable • Team Leaders Communicate, Communicate, Communicate the Vision, Direction and everything that affects the team • Team Leaders Are Trusted
8	Creating/Maintain a Coaching Culture	1.5 Hr.	<p>Maintain that coaching culture remotely</p> <ul style="list-style-type: none"> • Establish remote 1:1's and team meetings • Build your empathetic approach • Team profiling review • Includes a coaching tool kit
9	Strategic Planning – Deciding the critical moves your business will focus on for success	5 x 1 Hr. modules	<ul style="list-style-type: none"> • Defining a Vision & Goal (longer term) • 360 review of current business & economic climate • Determining the opportunities you will seize/risks you will mitigate • Defining what you will focus your energy & resources on to position your company to succeed • Developing a handful of Strategic Goals • Prioritising the Action Plan that will deliver your Strategic Goals • Writing a 1 Page Strategic Business Plan to guide your whole team

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Sales

	Title	Duration	Key Topics
10	Maintaining Customer Connections	1.5 Hr.	<ul style="list-style-type: none"> • Sales process approach revisited with an empathetic lens and focus on maintaining relationships and providing support • Connecting with Empathy • Flexing your Style • Reading and managing state via the phone or screen • Rich conversations
11	Sales 101 Program Includes pre work and videos	6 x 1.5 Hr. modules plus a 1 Hr. group check in 1 month	<ol style="list-style-type: none"> 1. Managing a Sales Mindset 2. Understand Clients 3. Making the Meeting Count 4. Analyse Needs 5. Develop and propose solutions 6. Handling Objections and closing the deal
12	Sales skills reset and refresh	7.5 Hrs. (5 x 1.5 Hr.)	Break it up over key steps: <ol style="list-style-type: none"> 1. Manage and Plan 2. Connecting to customers 3. Question to identify needs 4. Persuasive Solutions to deliver on needs/handle concerns 5. Closing the sale and follow up
13	Negotiation Skills	6 Hrs. (4 x 1.5 Hr.)	<ol style="list-style-type: none"> 1. Planning your negotiation 2. Your tradable assets + Bargaining and trading 3. Communication skills 4. Negotiations role plays performed via live webinar
14	Being the Sales Leader that everyone wants to follow	1.5 Hr.	5 Must Do's for Sales Leaders <ol style="list-style-type: none"> 1. Feedback – the two-way feedback conversation 2. Be present as a Coach –with rhythm and intent, help them unlock their sales potential 3. Celebrate the wins (and the learns)- and not just the financial wins. Leverage the Woohoo factor 4. Play to their strengths – don't put square pegs in round holes, be extraordinary, not normal 5. Show you care – Get to know them, drive trust. Great sales leaders know that the numbers matter, but you get your numbers with <i>people</i>
15	Sales training for Leaders – because excellence is never an accident	1.5 Hr.	<ul style="list-style-type: none"> • Context setter with research effective sales led businesses - know the habits of highly effective sales led organisations • The not so exciting Tri-factor that creates exciting results 1. Discipline – Create and manage your pipeline (using the world's simplest pipeline mode) + know how to leverage your success 2. Focus – on the future with looking after what you have, growing through lead generation, early pipeline activity and planning 3. Commitment – Stick to what counts, drive accountability, the woohoo factor and celebrate the wins
16	Owning the role of Trusted Advisor (and ensure your customer relationships outlast Covid-19)	1.5 Hr.	It's not about what we have to sell Busting the trust myth Components that define a trusted advisor 7 Must Do Principles to creating trust and building a long-term relationship <ul style="list-style-type: none"> • Client led conversation. It's all about them – conversation does not revolve around what you want/what you have to sell • Listen and engage – in what is important and real to the client • Create credible options – look for the win/win. • Fact and Proof – provide tangible, clear facts on results/outcomes/future state, plus proof points on credible recommendations • Collaboration – give more than you take, focus on why frame and benefit for them + it's two -way, not a one-way sales pitch • Integrity and Transparency - aside from scrupulous maintenance of client confidentiality, own your mistakes. Be clear on risk and reward, record actions who, what, when • Commit, deeply commit – do exactly what you promised to do

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Personal Growth

	Title	Duration	Key Topics
17	Creating a Rhythm for working from home	30 mins.	<ul style="list-style-type: none"> • Set yourself up - Environment • Plan each day – tick off milestones • Connect – Reach out • Keep Active – regular break & meditation • Be kind to yourself – Treats
18	DISC – Behavioural Profiling for THE WORKPLACE	1.5 Hr.	<p>PREWORK: DiSC Workplace Assessment</p> <ul style="list-style-type: none"> • Tapping into individual strengths for the benefit of teams • How you are typically perceived by others • Your strengths and areas for development • What motivates you and what reduces your motivation • Your role in a team Time management, communication, management style • Causes of stress, signs of stress and how to release stress
19	Working on your Emotional Intelligence	1.5 Hr.	<p>PREWORK: Option to do MSCEIT (EI Test) & 1 Hour Debrief</p> <ul style="list-style-type: none"> • Session on utilising strengths and identifying strategies to further develop your EI • How you perceive emotion in you and others • Know how to use emotions as a form of data to help you use and understand emotion to facilitate thoughts and desired outcomes • Know your emotional triggers • How to manage emotions in you and others
20	How to survive and thrive in turbulent times	1.5 Hr.	<ul style="list-style-type: none"> • A framework you can use as a compass to navigate turbulent times • Refocus your attention on what you can control • Maintain progress when stressed and overwhelmed • Reframe situations so you emerge stronger, fitter & better • How to be confident, and centered for yourself and remain connected to those you care for
21	Managing your Wellbeing	1.5 Hr.	<ul style="list-style-type: none"> • Positive Psychology: around the 5 Cornerstones of Happiness • Measure your Wellbeing • Identify what causes you to struggle and what you need to help you thrive • Learn activities and develop an action plan to improve your wellbeing and resilience
22	Building your Personal Brand +/- or 5-minute Video with step by step guide on how to create a One Page Development Plan	1.5 Hr.	<ul style="list-style-type: none"> • What is a personal brand anyway? • Why personal brand matters • How do I get started ? - a framework for creating your personal brand • Stakeholders and the power of perceptions • Living your brand
23	Dealing with Change - Change Management	1.5 Hr.	<ul style="list-style-type: none"> • Know the Change Curve stages and how people respond to change • Behavioural signals • Manage your change messaging • Manage your state and state of others through times of change
24	Presenting and pitching powerfully virtually!	4.5 Hrs.	<p>How to command connect and compel when pitching virtually 3 x 1.5hr sessions each</p> <ol style="list-style-type: none"> 1. Making it easy for audience to follow you with a clear structure through your presentation 2. Packing a punch with powerful, compelling key messages and great story telling 3. Mastering engaging delivery virtually