

PUNCHY PROGRAMS

WICKED INCLUSIONS

Designed to enhance existing professional and personal skills, Punchy Programs effectively deliver *innovative, interesting* and *provocative* topics.

These zesty programs offer *easy consumption* in bite sizes packages. String them together and you have a solid development package to schedule over the year.

AVAILABILITY

All programs are offered in easy *half or full day* formats dependant on the depth you are seeking and time available.

Imagery by William Chu

"A man who views the world the same at fifty as he did at twenty has wasted thirty years of his life."

Muhammad Ali



PUNCHY PROGRAMS



PEOPLE, PASSION, PRODUCTIVITY: YOUR BLUEPRINT TO BUILDING A SUCCESSFUL TEAM

What is it?

Inspiring team cohesion, this program offers a constructive way of motivating and enhancing the skills and abilities of your team. People, Passion and Productivity provides a powerful opportunity to collaborate and discover insights about yourself and your team members. The program offers the fundamentals to create or build a successful team.

Outcomes

- Distinguish your primary behavioural profile
- Determine your team members behavioural profile and how to communicate effectively with them
- Discover 2 powerful goal directed models of successful teams
- Apply the LAVOSH principles and strategies to encourage team collaboration
- Identify 4 core insights to create a team of leaders

Who is it for?

New or existing teams, environments incorporating cultural or generational diversity, opportunities to connect branches of an organisational chart.

Offered as a *½ or full day program*

Key Note Topic

Mining and Polishing the Gems in Your Gaggles:
Promoting Talent

BREATHING LIFE FORCE INTO YOUR TEAM: MOTIVATING CULTURAL HUBS OF EXCELLENCE

What is it?

Creating a positive cultural environment is a challenge to every organisation. This program provides the understanding, case studies, fun and flow to unhinge the blockers in your environment. It's a mix of knowledge and experience, leaving teams feeling inspired, on purpose and motivated to action. We explore a range of positive possibilities to solidify your culture.

Outcomes

- Define the origins of motivation
- Recognise the relationship between positive and negative motivation
- Apply 6 fundamental motivational techniques
- Learn how to create personal flow, the determining factors influencing work
- Create an environment fostering recognition and loyalty
- Identify 3 primary types of corporate culture
- Harness 4 core values to cement your team culture

Who is it for?

Organisations seeking to motivate staff and create a positive cultural environment

Offered as a *½ or full day program*

Key Note Topic

To Mull or Motivate!

KEY NOTE SPEAKING

COACHING

EVENTS

SEMINARS

PROGRAMS

SENSORY SOPHISTICATION: DEVELOPING SUPERIOR COMMUNICATION SKILLS

What is it?

Every person is equipped with the most advanced software and hardware packages; commonly referred to as our senses. This program allows you to discover how to utilise your innate technologies to maximise your communication potential. Develop a superior relationship with yourself, your team members, stakeholders and customers.

Outcomes

- Apply 4 principles of effective listening
- Modify your physiology to develop rapport with ease
- Recognise the fundamental influencing factors of body language
- Apply influencing language to gain maximum impact
- Learn to evaluate and engage an individuals' sensory style
- Distinguish the 3 keys to creating new habits
- Recognise the impact of the Law of Vibration on individual and business performance
- Learn 3 principles to applying intuition in the workplace

Who is it for?

People connecting with customers, team members, stakeholders and business driven activities... anyone who is not a hermit!

Offered as a *½ or full day program*

Key Note Topic

From Atrophy to Epoch: Embracing Change

ILLUMINATING SALES: AN ORACLE FOR ENHANCING CUSTOMER EXPERIENCES

What is it?

Doing business in the third millennium requires new and different approaches to an old masterful skill; sales. This program helps you to develop differentials to ensure you are distinguished in a market flush with opportunities. A process driven program which allows you to develop practical take away tools to enhance sales promotion.

Outcomes

- Establish innovation in your sales technique to deliver unique customer experiences
- Summarise the white rabbits & black cats of your selling environment
- Learn the 3 core principles underpinning successful business development
- Build your own 5R business analysis model to demonstrate unique value propositions
- Mastermind powerful differentials for distinction in your market
- Apply essential success formulas to your sales calls structure
- Learn 5 essential ingredients to handling customer responses
- Integrate the sales cycle and buyer alignment models into daily activities

Who is it for?

People and teams connected to a sales environment, directly or indirectly.

Offered as a *½ or full day program*

Key Note Topic

The White Rabbits and Black Cats of Selling

PUNCHY PROGRAMS



BEEHIVES, LEG WARMERS & MOBILE PHONES : COLLABORATION OF GENERATIONS

What is it?

Generations are like fingers, each with its own unique print. When the fingers work together, the hand can be utilized to its full potential. Discover the keys to getting your generational hands working together. This program offers the opportunity to explore the talent in your teams, to grasp a firm understanding of how the generational mix impacts your internal and external customer relationships.

Outcomes

- Learn how to use a powerful generational GLOW model to enhance customer relationships
- Identify 5 core generational groups
- Compare the trends and influencing factors of each generation
- Enjoy a unique experiential journey through the generations
- Discover 4 key motivating drivers for each generation
- Experience the strengths of embracing diversity in your workplace

Who is it for?

Operations teams and leaders looking for a new perspective to pull teams together.

Offered as a *½ or full day program*

Key Note Topic

The Rubik's Cube of Cultural Diversity

CONTEMPORARY TOOLS FOR PEOPLE LEADERS: THIRD MILLENNIUM MANAGEMENT

What is it?

Real leaders challenge people, they don't control them; true leaders set others free. Coaching allows people leaders to move from time consuming direction to leveraged delegation. This program distinguishes the difference between managing and coaching and offers insights, tools and guidance to create an effective coaching environment.

Outcomes

- Align with 11 core principles underpinning successful coaching relationships
- Identify 3 types of learning goals and how to traverse their interrelationship
- Recognise the fundamental differences between coaching and managing
- Tailor coaching methodologies to identify skill gaps
- Practice powerful coaching questioning, setting goal plans and giving responsible feedback
- Apply a coaching system to enhance your environment
- Build unique coaching tools for; planning; preparation, reporting, action plans, follow up

Who is it for?

Managers, team leaders, anyone involved in people management and wanting to learn more about coaching.

Offered as a *½ or full day program*

Key Note Topic

A Turkish Delight and Bread Strategy of Leadership: The Sweets and Staples

KEY NOTE SPEAKING

COACHING

EVENTS

SEMINARS

PROGRAMS



MARK CARTER



NATALIE PHILLIPS

...igniting human potential™

Our team are always happy to chat with you about the best solutions for your learning needs or to answer any questions. You will also find extensive information available at www.glowinternational.com.au

CONTACT

p +61 2 9713 8072

F +61 2 9713 8079

Po Box 302

Five Dock NSW 2046

info@glowinternational.com.au

www.glowinternational.com.au

**Punchy Programs are classified Seminars on the Activities and Professional Fee Schedule*