

LUNCH 'N LEARN MENU 2018

BRAIN BLINKERS - Recognising & Removing the 3 Mental Barriers to High Performance, BLINKER 1: LIMITING BELIEFS

In this cornerstone workshop participants learn how to identify and remove limiting beliefs (the "I can't" theory) to enhance attendee's performance both professionally and personally.

BRAIN BLINKERS - Recognising & Removing the 3 Mental Barriers to High Performance, BLINKER 2: NEGATIVE THOUGHTS

Following directly on from Part 1, Anthony explores the Brain Blinker of negative thoughts (self sabotage). Anthony outlines the 6 ways we press the self destruct button in this light-hearted yet thought-provoking session.

BRAIN BLINKERS - Recognising & Removing the 3 Mental Barriers to High Performance, BLINKER 3: FEAR

In this final piece of the Brain Blinkers program, Anthony explores 2 very practical models that people can use to reduce stress & fear, especially as it relates to presenting in front of people.

THE EMOTIONALLY INTELLIGENT LEADER

"EI" is a fundamental part of life, and severely underrated when we employ people into our organisations. And an emotionally unintelligent leader can have disastrous effects on a business. Anthony explores EI and the "emotional spectrum" and outlines the 4 fundamental skills of emotional intelligence that helps us leader and perform at our best.

THE TRIANGLE OF INFLUENCE - CONNECTION

In this first part of a 3 part series on building influence skills, Anthony explores how to build connection. He focusses on identifying what's truly important for others, how to build trust, and also how we match & mirror others at a subconscious level.

THE TRIANGLE OF INFLUENCE - VALUE

Part 2 of the Influence program focusses on how to build value & provide solutions. Here Anthony helps delegates understand the difference between current & desired states, how to operate "above the line" and also how to use positive language at every opportunity to truly add value.

THE TRIANGLE OF INFLUENCE - PROOF

Part 3 focusses on making people feel safe through proof. Anthony helps people differentiate between authority and proof, how to embody authenticity & understanding, and finally how to provide evidence in order to make people comfortable and safe.

THE LANGUAGE OF BODY

So much of what we communicate is non-verbal, and yet we focus so heavily on the words. Anthony will educate & entertain with some fascinating body language no-nos, taboos, and must-dos that will help attendees interact more effectively, leading to better relationships and ultimately results.

THE 'ME' IN 'TEAM'

In order to understand the true impact of the individual in a truly cohesive and high performing team, we unravel the definition of "team", explore the 4 stages, and workshop the critical elements of a highly successful team.

TRUST - The Forgotten Value

Trust has enormous impact on our results, relationships & retention of good staff. This unique workshop deep dives into the meaning of trust, exploring the consequences of when it is broken and helps participants build trust in their professional & personal lives with the help of a novel implementation tool.

DISARM THE BOMB - RESOLVING CONFLICT

Using the analogy of war, we explore how conflict can destroy working relationships, productivity and motivation in the workplace. Delegates learn how to disengage conflict by starting with the only real thing they truly control - themselves.

UNDERSTANDING PERSONALITIES

In this enlightening and entertaining workshop, Anthony explores the importance of identifying, understanding and connecting with the 4 major personality types. Using colours to make behaviours, audience members actively participate in this hands-on workshop, and will leave the session with a clearer understanding of & ability to work with different personality types, improving communication and self confidence. A must for teams that wish to improve communication and collaboration!

PRESENT LIKE A STAR

In this hard hitting, action-packed agenda, Anthony shares his "STAR" model for presenting like a superstar each and every time you need to. Delegates leave with less fear and a proven, simple structure to use as a presentation template for any communication or presentation in the future.

RICH, RAPID RAPPORT

We explore the critical success factors in building and maintaining rapport with anyone. We share practical tools & techniques that enable participants to improve their relationships & results through building rich & rapid rapport.

KNOW THY MOTIVATION

We often believe that motivation is external. The fact is that it MUST start from within. This hands-on workshop helps both staff & managers alike understand what "makes them tick" by completing an individual survey that will lead to better communication & performance.

WE'RE ALL IN THE SELLING GAME!

Would you like YOUR team to think more about how they are "selling" to the end user? This workshop is perfect for customer service & other "internal" teams who don't believe they need to sell. We explore the basics of the game - the who, what, how, why & when and arm our participants with tools & belief in their ability to meet their customers' needs.

"The "above & below the line thinking" and in particular the "CAGE" - the self-limiting beliefs were part of my team's language that afternoon when we looked at how our team could go from good to great. Overall, we felt that it was a valuable session to walk away with some practical concepts to work with immediately."

Priya Darshan, Sales Manager, Eli Lilly & Company

INVESTMENT

SPECIAL OFFER - LUNCH 'N LEARN PACKAGES 2018

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| 1 x Lunch 'n Learn Session of your choice | \$4,000 (SAVE 20%*) |
| 6 x Lunch 'n Learn Sessions in one year | \$2,500 ea (SAVE 50%*) |
| 12 x Lunch 'n Learn Sessions in one year | \$1,750 ea (SAVE 65%*) |

Price includes session materials. Please add travel expenses where applicable.

Lunch n Learn sessions are typically 45 minutes in duration but can be extended to one hour.

All prices are ex GST.

* savings when compared to our Sydney Keynote Presentation investment offering.