

# VIRTUAL LUNCH 'N LEARN MENU 2020

## NEW IN 2020: 5 TOPICS TO HELP DURING THE COVID CRISIS

### THE CHANGE MINDSET

Help you and your team thrive through massive change (like working remotely!) by understanding and implementing the 4 Doors of Change. By focussing on truly understanding what's important to them and others, participants leave with practical and relevant tools and techniques to change their mindset and embrace change.

### CONNECTEDNESS

When we can't spend time together face to face, some of us really struggle. This super-practical session focusses on 7 universal tips to stay connected with others - both personally & professionally - when we can't physically be with them.

### WHAT MAKES US TICK

Never has it been more important to understand personal & professional motivational drivers. This session helps participants identify core motivational drivers (for themselves & their teams) with the goal of maximising engagement, personal & professional effectiveness, & performance.

### BUILDING TRUST IN A CRISIS

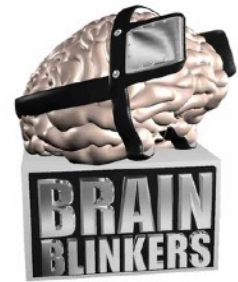
Concerned about what your team is **really** doing whilst working from home?  
Do your customers **really** trust you during tough times?  
Anthony shares a practical & super relevant methodology to build, maintain & restore trust especially (but not only) during crises.

### MANAGING EMOTIONS IN TIMES OF CHANGE

People react very differently to change, and when the change is sudden & far reaching, then the result - if not managed & led effectively - can be catastrophic and both a personal and business perspective. This session helps individuals and leaders recognise the impact of change on emotion, and equips them to better manage the emotional rollercoaster that may ensue.

## **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 participants' performance both professionally & personally.



## **BRAIN BLINKERS - Recognising & Removing the 3 Mental Barriers to High Performance, BLINKER 2: SELF SABOTAGE**

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 Brain Blinker, Anthony explores 2 very practical models that people can use to reduce stress & fear, especially as it relates to presenting in front of people.

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

The final part of the Brain Blinkers series focusses on how to remove the mental barriers. Using a 4 step conscious cognitive process (we call the A.C.I.D Test), participants pave the way towards change by letting go of what blocks them.

## **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



## **THE TRIANGLE OF INFLUENCE - VALUE**

Part 2 of the Influence program focusses on how to build value & provide solutions. Anthony helps participants 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.

## RESILIABILITY

In this hands on workshop, participants will explore the 3 core steps to building the ABILITY to be RESILIENT: determining what's most important, what is truly in their control, and then determining what action to take.

## 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.

## HIGH PERFORMING TEAMS

A high performing team beats a team of high performers any day of the week. This session uses Lencioni's famous 5 dysfunctions of a team to help leaders & team members assess their own team's performance and build a clearer pathway to continued success & higher performance through establishing rules of engagement and building trust.

## DISARM THE BOMB - RESOLVING CONFLICT

Anthony explores 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.

## WORKING WITH DIFFERENT PERSONALITIES

In this enlightening and entertaining workshop, Anthony explores the importance of identifying, understanding and connecting with the 4 major personality types. Participants 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. Participants leave with less fear and a proven, simple structure to use as a presentation template for any communication or presentation in the future.



## 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 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.”*

*Sales Manager, Eli Lilly & Company*

## INVESTMENT

### **SPECIAL OFFER - VIRTUAL LUNCH 'N LEARN PACKAGES 2020**

1 x Lunch 'n Learn Session of your choice	\$3,297 (SAVE 45%*)
3 x Lunch 'n Learn Session of your choice	\$2,797 ea (SAVE 53%*)
<b>6 x Lunch 'n Learn Sessions in one year</b>	<b>\$2,297 ea (SAVE 62%*)</b>
<b>12 x Lunch 'n Learn Sessions in one year</b>	<b>\$1,797 ea (SAVE 70%*)</b>

Lunch n Learn sessions are typically 45-60 minutes in duration. Preferred format is Zoom, but we can adapt to another virtual platform if needed.

All prices are ex GST.

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