



NOVEMBER

Two, one day - Training Workshops

"When it's so hard to find good people, why not develop those you have, to perform more effectively?"

Coaching for High Performance

Coaching can turn good performers into outstanding performers. Coaching allows you the manager or leader to have a significant and positive impact on your team whilst building your credibility and reputation as a leader.

This one-day workshop – is a must for any **Team Leader or Manager** serious about creating a high performance team and developing their own leadership skills.

Tailored specifically for the recruitment industry, the workshop covers:

- What coaching is and how it can benefit you and your team
- How to develop the 5 most important core coaching skills
- Strategies to help your staff analyse their own performance
- How to develop and unlock your recruiters potential
- How to listen to what's being said and what's not being said
- How to hold people accountable

This workshop also provides coaching strategies to deal with the following challenging scenarios

- How to motivate high performers to lift their performance even further
- How to motivate and improve under performers
- How to address arrogant or challenging behaviour
- How to easily give honest feedback to enthuse and develop others
- How to keep staff engagement

This also includes, at my cost, a full personality and leadership style report which will increase self-awareness.

Rocket your Sales

Unlock the sales potential in your teams. This workshop outlines the traits of highly successful sales people and demonstrates how everyone can use these traits and their strategies for their own success. We focus on adopting the achiever mindset and provide tangible strategies to build authentic business relationships that produce results.

This one-day workshop – will benefit client facing **Consultants, Account Managers or Business Developers.**

Designed for those in the Recruitment Industry, this workshop includes:

- Increasing sales self-awareness
- Developing your strengths and overcoming blocks that hold you back
- Learning business development strategies for cold calling, getting a visit, asking for business, getting feedback and asking for referrals
- Learn language to instantly engage with clients
- Understand what your clients really think and how they want to work with you
- Uncover client needs easily to create a deep lasting profitable relationship

This workshop also provides strategies to deal with the following challenging scenarios

- How to get excited about business development and stay positive and motivated
- How to overcome call reluctance
- How to handle objections, whilst maintaining trust and rapport
- What to do when clients don't call you back
- How to resurrect clients you haven't spoken to for a long time

Seven Degrees a new approach ...

Dates and investment over page



Book your place by emailing june@sevendegrees.com.au

www.sevendegrees.com.au



The workshops are delivered by June Parker.

With over 18 years senior leadership experience in the areas of Recruitment and HR Consulting, June has built and managed recruitment teams, offices and states. She has provided consulting services to clients in many industry sectors, and has trained and coached hundreds of managers in leadership, management, sales and recruitment.

To book your place
email
june@sevendegrees.com.au

She holds an honours degree in business, a post graduate diploma in HR and a post graduate diploma in leadership. She is a certified coach and Master Practitioner in NLP, what this means to you is that, she has the theory, the knowledge and the practical experience to really make a difference to your staff

Seven Degrees

delivers

'Performance Breakthrough'
coaching, training and consulting.

We focus on what people think and feel, as well as, what they do and say.

When you combine what you **believe** you can do, with the skills to accomplish your goal, people experience massive "performance breakthroughs".

Our Services

We help people lift their performance levels in the following areas;

- Management and leadership
- Sales and business development
- Personal development
- Career development
- Team effectiveness
- Communication and presentations

We do this through; one-on-one coaching, team coaching and mentoring, training workshops and consulting.

Date	Coaching for High Performance Tuesday 22nd November 2011
Time	9am - 5pm
Inclusions	Lunch and snacks
Location	365 Little Collins Street Ground floor function centre Melbourne, 3000 (nr Elizabeth St)
Investment	\$450 + gst per person

Date	Rocket your Sales Wednesday 23rd November 2011
Time	9am - 5pm
Inclusions	Lunch and snacks
Location	65 Little Collins Street Ground floor function centre Melbourne, 3000 (nr Elizabeth St)
Investment	\$450 + gst per person

Booking details

To secure your place at this workshop please contact June Parker on 0418 433 389 or email june@sevendegrees.com.au

with the names of the participants and which workshop they would like to attend.

