

# PASSIONATE PEOPLE

HOW TO ENGAGE,  
ENERGISE &  
ENTHUSE YOUR  
PEOPLE IN YOUR  
BUSINESS...



**What this  
presentation  
will cover with  
your people**



## 1. UNDERSTAND THE DIFFERENCE BETWEEN COOPERATION & COLLABORATION...

- How to get people to work together and be focused on the right team goals.

## 2. REVIEW THE 4 TEAM MODEL...

- The 4 elements that assist with moving your team members from observers to participants in your business environment.
- Review the key strategies to become proactive when dealing with building teamwork.
- What are the key strategies to engage your people in your business.
- Traditional teams versus modern teams.
- How to gain buy in and commitment from your people.

## 3. ANALYSE THE KEY ELEMENTS YOU NEED TO CHANGE AS A TEAM IN YOUR BUSINESS...

- Review what our team does **Well**, what needs **Improving**, what is the **Solution & How** are they going to implement the solution.
- How to work smarter with the expertise, resources and our peers.
- Developing team action plans from the **W.I.S.H.** analysis.

## 4. MASTERING THE ROADBLOCKS TO HAVING PASSIONATE PEOPLE...

- Group discussion on the principles of effective team building.
- Relate these messages back to the work place.
- Discuss the 9 key elements to building great teams.
- Review the roadblocks to teamwork - trust; communication; vision.
- Discuss the key elements of understand your peers needs in a team.
- Review the roadblocks to communication.

## 5. TIME PROVEN WAYS TO CREATING AN INNOVATIVE TEAM CULTURE...

- How to enhance your business through your innovation and momentum.
- Discuss the key elements for keeping a positive work environment.
- What are the things that effect our work environment and our attitude?
- How to create a great team culture for your business.

## 6. FINALISE A TEAM IMPROVEMENT STRATEGY FOR TEAM COOPERATION...

- The participants have the opportunity to put together a specific 30 – 60 – 90 day strategy that they are committed to implementing, in order to enhance their teamwork in their business.

## 7. WRAP UP, CLOSING COMMENTS, FEEDBACK & PRESENTATION REVIEW...

- Overview of the 12 month follow up program after today's presentation:
  - Weekly email messages
  - Website resource centre - password protected
  - Able to download the e-book - "Progress - How to be Proactive Not Reactive".

## HOW WE CREATE LASTING RESULTS FOR YOU...

Here at People Pursuing A Passion we use unique adult learning principles and 'action oriented' strategies to ensure that your team will implement what they have learned when they return to work. Instead of lecturing your team, we involve them in the learning process by doing activities, so the information 'sinks in' much better. Each team member then takes ownership of what they've learned, and they also learn from each other in a creative, thought-provoking and fun environment.

# MY SERVICE COMMITMENT TO YOU...

## TAKE THE TIME TO HEAR WHAT SOME OF OUR CLIENTS HAVE TO SAY...

"Thank you for the contributions you made to our recent Management Development meeting. Your session was very well received. The group was particularly impressed with your interactive delivery technique and have commented that you were attempting to work with them through the issues and not lecture them on how to address the issues. I think this is something all too rarely done."

**Tony Hartley** - *National Business Development Manager*  
Mercantile Mutual (02 9234 7305)

"In today's business environment we want more than just a speaker to inspire and inform us. We want them to partner with us to provide us with innovative ideas and strategies to ensure that the presentation message lives on long after the conference has finished. Keith gives us unprecedented value and works with us to deliver a tailored solution for our organisation."

**John Roca** - *CEO*  
LEXUS AUSTRALIA (02 9710 3151)

"I get to share the stage with a great variety of presenters... informative, inspirational, humorous and technical. But when Keith is on the programme I know it's going to be a stimulating session for he embodies all of the above. I admire people pursuing their dreams with passion. Keith's life is an extension of his passion and his presentations make both an impact and a difference. His value add and take away elements are uncomplicated and can be used immediately by the business groups he shares time with."

**Max Walker** - *Sporting Legend, Author, Speaker*  
(03 9823 1427)

## PRIOR TO THE PRESENTATION I WILL:

- Be available to discuss the presentation outline with you prior to the conference.
- Send to you in advance my travel itinerary, audio-visual requirements, personal introduction, photos and any additional marketing material.
- Have a specific plan to accomplish your key conference objectives from my presentation.
- Interview key people within your organisation as part of my research process.
- Coordinate with the set-up crew in advance to ensure my logistics fit your overall agenda.

## DURING THE PRESENTATION I WILL:

- Interact with the audience and involve them through questions, a show of hands, eye contact and exercises.
- Stimulate, involve, inform, provoke and entertain your conference audience.
- Relate my key points to your people and your organisation and use creative learning techniques so the audience will remember the key points.
- Use PowerPoint slides, audio and video clips to enhance the look, feel and impact of my presentation.
- Allow for questions and comments from the audience during the presentation.
- Stick to my timeframe and adjust if necessary to ensure your agenda stays on track.

## AFTER THE PRESENTATION I WILL:

- Stay around after the presentation to answer questions or hear comments.
- Check out and depart with minimal effort to you.
- Itemise my expenses, provide receipts and bill you promptly after the speech.
- Discuss with you strategies to continue the impact of my message after the presentation.
- Reinforce the key messages for 12 months through articles and emails.