

Professional Strategies & Skills for Personal & Business Success

**RESULTS
DRIVEN
SEMINAR**

Raising the bar on personal effectiveness

ESSENTIAL SKILLS FOR PROFESSIONAL SUCCESS

Learn practical and effective ideas to build professional skills and confidence to make real progress and accelerate advancement in your chosen career.

Who should attend?

This program is designed for people at all levels in the organisation who interacts with customers, work colleagues and the public. Participants will find highly effective ideas and concepts they can apply immediately to personal and professional life.

Profit from Change

We live in times of dramatic, turbulent and constant change. What was right in the past in many cases is wrong today. What was impossible and crazy 5 years ago today is so ordinary, we forget it wasn't always that way.

Learn how to embrace change for your benefit and how long held beliefs often need to be challenged. Use practical concepts and transition steps to move ahead for personal growth and success.

The Power of Influence

Today the ability to positively influence others is a prime get-ahead skill.

It's an absolute requirement for gaining respect in professional and personal life.

Every day at work we influence people, it's automatic, people make judgements about others and those judgements can be powerful.

In this environment confidence and influence skills are a must for people at all levels of the organisation. This program delivers practical listening, questioning, explaining relating, and coping skills where accurate, specific and effective communications are critical.

Personal Growth and Motivation

Success doesn't happen by chance. Some people would argue this point; they are the people who hope they have just purchased a winning Lotto ticket. Then there are others who take responsibility both personally and professionally for achievement. This program develops the importance of setting priorities and goals for achievement and how to create and maintain motivation for achievement.

PROGRAM OPTIONS

- Seminar or tailored workshop – supported with workbook/manual

PROGRAM CONTENT

Habits of highly effective people

- Learn the key attributes and skills displayed by highly effective people. How these are integrated into their professional and personal actions to achieve more with others and build the stepping stones to greater achievement and enjoyment.

How to Profit from Change

- Change today can be dramatic, and turbulent. Some people are flexible enough to embrace change whereas others will reject it. Learn how to implement steps to accept new ideas and challenge old habits and beliefs that may retard your progress.

Why people are different

- People have different personality and communication styles and respond differently to situations and issues. Learn how you can cope effectively and positively influence a wide range of behaviours to achieve successful outcomes with others.

Build Skills to develop Influence

- Learn practical principles and concepts of influence through empathy, assertiveness and emotional intelligence to create a confident and professional approach to customer and work team interactions.

Personal Motivation to Achieve Results

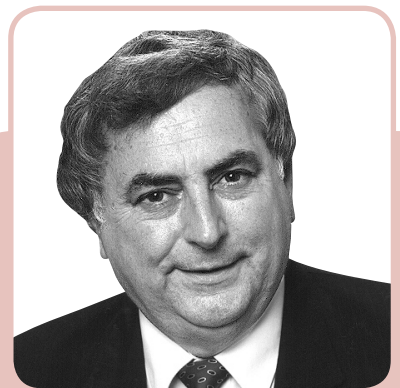
- Motivation is complex and we all have different levels in our approach to life and work. Learn how motivation directly affects performance and the keys to developing and maintaining motivation in the pursuit of success in professional and personal life.

Working in a Business Team

- Often teams at work can be very small; however the certainty is that everyone needs to rely on someone to assist in achieving results. The session provides a 15 point personal checklist to take away to measure against your effectiveness as a team player at work

Goals to Achieve Success

- Success is goal achievement and success is different for everyone. Learn how to analyse priorities and set specific, timely and practical goals to chart a path to achievement. Learn how workgroup culture, commitment and self esteem can influence performance and how to stay focused on the outcomes you seek.



Presented by Brian Greedy

Brian is one of Australia's leading professional speakers in business development.

Each year he delivers over 150 speeches, seminars and workshops for clients in all states, NZ and the UK.

He draws from over 20 years grassroots business experience in management, marketing and sales, including the development of highly successful food distribution business from start up to a multi-million dollar turnover.

An engaging and inspiring presenter with a pragmatic "how to" approach in communicating his knowledge makes him one of Australia's most sought after conference and seminar speakers.

Read what others have said about Brian Greedy's programs

Visit www.briangreedy.com



**Brian Greedy
Business Solutions**

PO Box 51, Karrinyup WA 6921

Tel (08) 9204 4123

Fax (08) 9204 2005

Email: speaker@briangreedy.com

Web: www.briangreedy.com