



## BUSINESS DEVELOPMENT

The role of Leader, as a Business Owner, Manager or Team Leader, is increasingly complex. Balancing projects, tasks & people so that you can lead your team towards achieving your vision is critical to maximising the potential of the business.

You need Leadership and Team Development programs that explore the many elements of self and business development that create best possible results. It's also a very effective strategy to retain valuable staff, as professional development rates highly as a motivator for your team members.

My programs for leaders and teams tap into my decades of experience, as a business owner, trainer & coach in multiple industries. The programs will deliver a return on investment to the business that makes it a no-brainer decision

They're packed with practical content, not just theory – you'll be able to apply the learnings immediately to boost business results..

Delivered virtually or face-to-face, they're designed to build knowledge AND skill into your business. They will create lasting improvements in all business measures – sales, customer service, repeat & referral business, staff retention, profitability – everything.



GET “BEST POSSIBLE” RESULTS FROM YOUR BUSINESS & TEAM.

### IS THIS YOU?

- Want better results with less stress and happier team members?
- Know that your team could do better?
- Dream of having a team that doesn't require your constant attention?
- Want boosted team morale, better communication & improved workflow?
- Looking to increase customer satisfaction & repeat/referral business?
- Would love to create a business that truly delivers on its potential?

FOR AN INITIAL CONVERSATION EMAIL OR CALL HELEN TODAY!

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Helen MAC

I work with people who want to optimise outcomes in their businesses and their lives. As a Leader, you need to talk to someone who has faced challenges and can show you how to get “best possible” results, whatever the situation.

With a Bachelor of Psychology & decades of experience working with leaders and team members around the Asia Pacific region, I’ve worked with thousands of people to improve the results in their businesses & their lives.

Business Owners in a wide variety of industries have benefitted from my ability to quickly assess, then address, what’s stopping them from getting the results they want.

I’ve run my own business for more than three decades specialising in people development & business improvement. I have a vast network of allied professionals, so any question that a client asks, either I can answer or I know someone who can!

## THE PROCESS

We’ll identify the priority issues that are impacting your business results and discuss the options for addressing them. Then, we’ll craft a customised solution, including skills assessment, training needs analysis, employee survey, profiling instruments, virtual &/or face-to-face workshops, online modules, coaching, team-building activities and so on.

## SAMPLE PROGRAMS FOR LEADERS

- Creating ‘Best Possible’ results through Momentum and Mindset
- Strategies for better recruitment, induction & performance management.
- Letting go without losing control – effective Delegation Strategies
- Reward and Recognition strategies to boost Business Outcomes
- Getting back on Track – managing Performance Issues

## SAMPLE PROGRAMS FOR TEAMS

- Using Clarity & Action Plans for greater Goal Achievement
- Why can’t everybody think like me? Understanding others.
- Four Sales Mindsets for more sustainable results
- Increasing Personal Productivity and Effectiveness
- Four ‘C’ Sales Process to maximise every opportunity

Call or email NOW to book your initial briefing to explore options.

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