

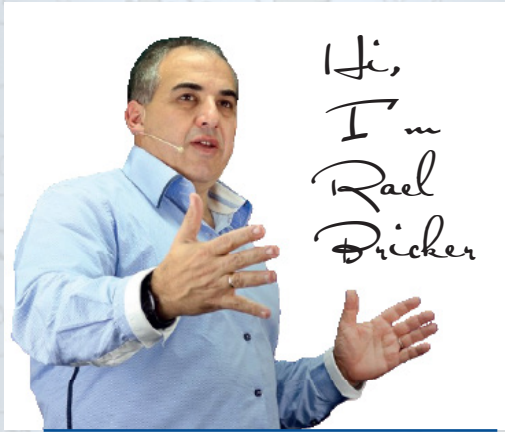


EXCELLENCE ACADEMY

**3 months to change your perspective
on business and life**

POWERED BY INTEGRUS

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In 2013, I was given a rude awakening when after a season of triathlons, I decided to run a marathon, part of my plan before I turned 50. Each time I ran, I experienced neck pain and it was discovered that I had two blocked arteries.

I was the lucky one as I managed to dodge a bullet and ended up with two cardiac stents. Today I am probably back to close to my fitness and strength from 2013, but I have much more self awareness of listening to my body.

This experience helped me to find my purpose in life; sharing the experiences of journeying and achieving excellence with business owners and entrepreneurs around the world.

From being 6000ft underground in a mine, to starting an education business (that grew to have 4000 plus students) to spending years working in venture capital, I have has seen it all. I have listed companies on multiple international stock exchanges, and my financial services group has settled more than \$3bn in loans over 20 years. I have a diverse work history combined with unique global research interviews with companies in more than 25 countries. Taking this knowledge and experience makes me perfect to work with leaders and managers on growing and achieving excellence, as I have experienced the rollercoaster myself, and know how to navigate the twists, turns and loops.

After 30+ years as a serial entrepreneur; in everything from education to finance, to fitness, I've now made it my mission to share my knowledge and expertise with others. Seeing that light come on, and connections being made in people's heads as to how they can weave my experiences and advice into their businesses reinforces that this is where I need to be.

If you need me to have academic qualifications, I hold two Masters degrees; an MBA and an MSc (Engineering) and am currently a Fellow of the MFAA (Mortgage and Finance Association of Australia), a Certified Speaking Professional (CSP) (Professional Speakers Australia) and a Member of AICD (Australian Institute of Company Directors).

The challenges ahead for business are significant, varied and include:

- Simplifying business processes
- Competing in the new world
- The Future of work and remote working
- Unemployment and underemployment
- A new world of buying and selling
- Business volatility and uncertainty
- Artificial Intelligence and workforce impact

As Business Leaders and Managers you Face a Myriad of Challenges like these You are not alone!

The Excellence Academy addresses many of the challenges facing you and your organization.

The three months will change your perspective on business and life through a deep dive into the core of what drives your journey to excellence.

The journey to Excellence for you begins with recognizing that you want to be on that journey

Call or email to see how being a part of the academy can work for you on the journey to Excellence.

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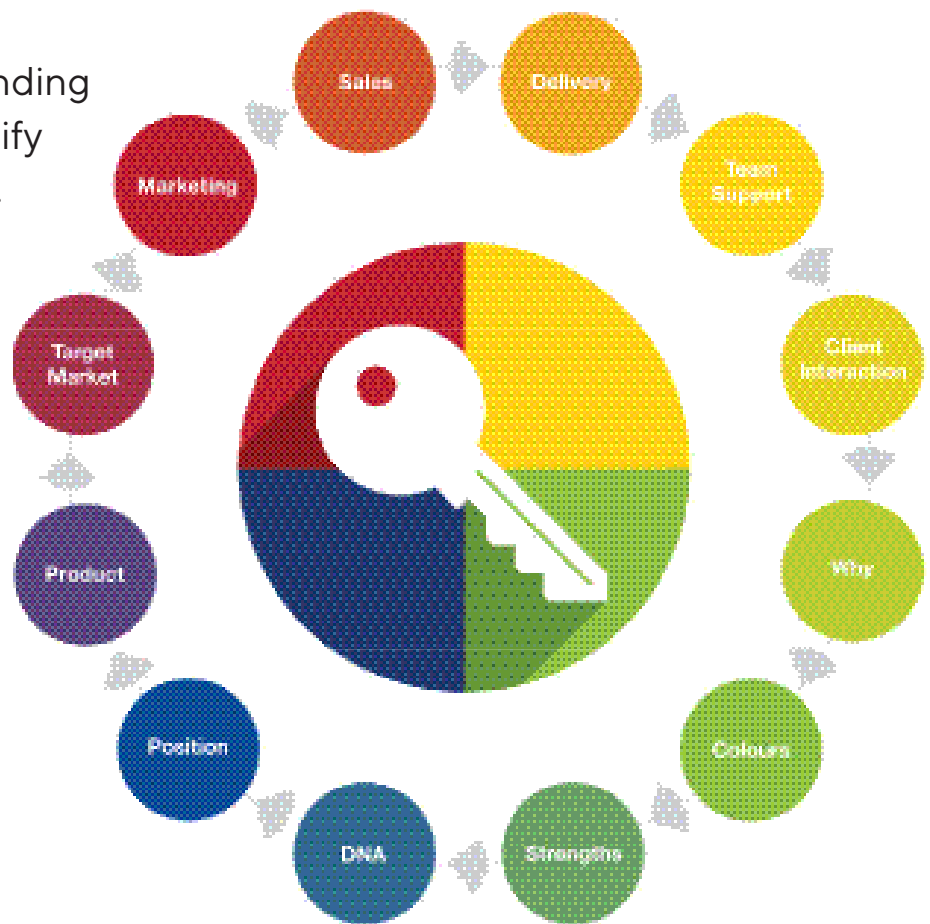
Our philosophy is to take an holistic approach to business.

We believe that you cannot just change one aspect to achieve Excellence.

At the core is understanding behaviours that we classify using colours.

We then integrate those behavioural styles into every aspect of your business.

The backbone of the Academy is the 12 Keys to Success.



These are broken down into basic groupings that relate to the behavioural colours.

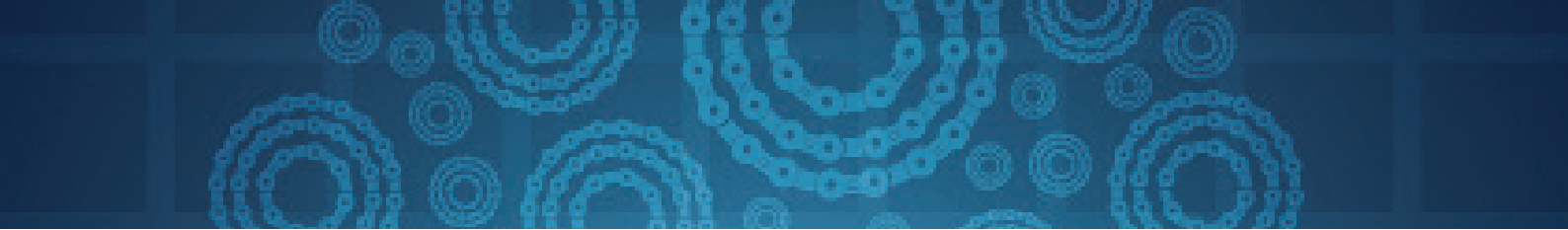
-  GREEN is the Relationships colour
-  BLUE is the Detail colour
-  RED is the Business colour
-  YELLOW is the Team colour

The first 3 keys are in the “**RELATIONSHIPS AREA**” and explore your personal why, behavioural colours and how to relate to each behavioural style. The last of the three looks at your personal strengths in relating to the various behavioural styles.

The next 3 are in the “**DETAIL AREA**” and work through areas such as the DNA of your business, its market positioning and product positioning.

The 3 that follow this are in the “**BUSINESS AREA**” and focus on Target Marketing, Marketing and Sales.

The final 3 keys are in the “**TEAM AREA**” and build on the previous 9 keys in strengthening your delivery and capability, your team support and client interaction.



How is the Academy Delivered?

The Academy can be delivered in a variety of ways:

- Face to Face classroom
- Pure Online delivery via Zoom
- Hybrid format from our Training Centre in Perth

The classroom is set up using 3 cameras, 4 microphones and manages to incorporate banter between participants as well as role playing across continents. The hybrid model extends the idea of a pure online (zoom) delivered training and education and as near as possible simulates and emulates the classroom environment.



What Happens after the Academy?

The biggest challenge facing participant is the implementation of the intense learning on the Academy.

To this end, most participants join a mastermind group that continues to meet on a regular basis to implement the learning.



What's Included in the Academy?

- 12 Full colour workbooks relating to each key
- A success Planner toolkit
- Detailed 38 page Individual behavioural colour reports
- Live classroom / Zoom or hybrid training sessions
- 2 Mastermind sessions within the Academy
- 2 x 30 minute 1 on 1 consulting calls or meetings with the leader



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