

**Auckland
CBD**

The Elite Guide To Leadership

13th & 14th October

A 2-day workshop to turn good leaders into
elite leaders



**Unlock The Hidden Potential
Within Your Team**

ARE YOU READY TO LEAD?

LET'S BE REALISTIC. EACH AND EVERY YEAR MANAGERS IN NEW ZEALAND ACHIEVE GREAT RESULTS AND THEIR REWARD IS INCREASED TARGETS WITH LESS RESOURCES. PEOPLE ARE EXPECTED TO DO MORE WITH LESS. RESOURCES ARE LIMITED, FINANCIAL INCENTIVES ARE LIMITED, IN FACT THE ONLY THING THAT ISN'T LIMITED IS THE POTENTIAL WITHIN THE PEOPLE THAT WORK WITH THEM. THE ABILITY TO MOTIVATE AND INSPIRE PEOPLE IS NO LONGER A QUALITY THAT MANAGERS ASPIRE TO, IT'S NOW AN ESSENTIAL QUALITY IF YOU WANT TO SUCCEED IN TODAY'S MARKET. LEADERSHIP IS THE NEW CURRENCY OF SUCCESS. RESEARCH BY THE U.S. NATIONAL BUREAU OF ECONOMIC RESEARCH SHOWED THAT PEOPLE REPORTING TO ELITE LEADERS ARE 10% MORE PRODUCTIVE THAN POOR LEADERS. BUSINESSES ARE SEARCHING FOR EVERY POSSIBLE AVENUE TO INCREASE PRODUCTIVITY YET THERE IS UNTAPPED POTENTIAL SITTING AT EVERY DESK JUST WAITING TO BE INSPIRED TO ACT.

IT'S TIME TO LEAD



Mark Wager

Leadership Psychology Expert

Day One 13th October

Step 1 Lead Yourself

THE PATH FROM BEING A GOOD LEADER TO AN ELITE LEADER IS BROKEN DOWN INTO FOUR KEY STEPS. DURING THE FIRST DAY WE WILL COVER THE FIRST TWO STEPS STARTING WITH THE ABILITY TO LEAD YOURSELF. WE WILL EXPLORE SELF-AWARENESS, RESILIENCE AND SELF-MOTIVATION.

DURING THIS FIRST STEP YOU WILL:

- ◆ UNDERSTAND THE FUNDAMENTALS OF LEADERSHIP
- ◆ EXPLORE DIFFERENT LEADERSHIP THEORIES
- ◆ IDENTIFY THE BARRIERS THAT ARE PREVENTING YOU FROM BECOMING WORLD-CLASS
- ◆ BECOME AWARE OF THE BEHAVIOURAL PREFERENCES THAT INFLUENCES PEOPLE'S PERCEPTION OF THE WORLD
- ◆ UNDERSTAND YOUR OWN MBTI® PERSONALITY PROFILE

Step 2 Lead People

ONCE YOU HAVE A SOUND KNOWLEDGE OF WHY YOU REACT THE WAY YOU DO THEN YOU NEED TO BE AWARE OF HOW YOUR BEHAVIOURS IMPACT OTHER PEOPLE. WE WILL EXPLORE NOT JUST THE OBVIOUS REACTIONS BUT THE SUBTLE IMPACTS THAT PEOPLE DO NOT TELL YOU OR ARE UNAWARE OF THE IMPACT THEMSELVES.

DURING THE SECOND STEP YOU WILL:

- ◆ LEARN HOW TO IDENTIFY PERSONALITY TRAITS IN PEOPLE
- ◆ UNDERSTAND HOW CONFLICT CAN BE USED IN A POSITIVE WAY TO ENHANCE PRODUCTIVITY IN A TEAM ENVIRONMENT
- ◆ LEARN HOW TO ADAPT COMMUNICATION IN ORDER TO INSPIRE PEOPLE
- ◆ LEARN HOW TO BUILD EFFECTIVE RELATIONSHIPS WITHIN A TEAM
- ◆ UNDERSTAND THE COMMUNICATION SECRETS OF WORLD-CLASS LEADERS

THE ELITE LEADERSHIP MODEL

Day Two
14th October

Step 3 Achieve Results

Step 4 Strategic Direction



ON THE SECOND DAY WE WILL EXPLORE HOW AN UNDERSTANDING OF HUMAN BEHAVIOUR WHEN COMBINED WITH PRACTICAL FUNCTIONAL SKILLS CAN PRODUCE QUALITY RESULTS. WE WILL LOOK AT THE SKILLS REQUIRED TO MAKE QUALITY DECISIONS AND TO PLAN AND PREPARE FOR SUCCESS.

DURING THIS STEP YOU WILL:

- ◆ UNDERSTAND YOUR OWN DECISION MAKING STRENGTHS AND WEAKNESSES
- ◆ LEARN HOW TO DEVELOP A SYSTEM TO IMPROVE DECISION MAKING
- ◆ LEARN HOW TO DEVELOP QUALITY SYSTEMS WITHIN YOUR TEAM
- ◆ LEARN FROM THE EXPERIENCE OF OTHER LEADERS WHO HAVE SUCCEEDED AND FAILED
- ◆ LEARN HOW TO PRESENT LIKE A PROFESSIONAL

THE LAST STEP OF THIS JOURNEY FROM GOOD TO ELITE LEADERSHIP IS THE ABILITY TO CREATE A VISION BOTH FOR YOURSELF AND YOUR TEAM. IF YOU CAN CREATE A VISION AND COMMUNICATE IN A WAY THAT INSPIRES AND EMPOWERS PEOPLE THEN YOU WILL BE AMAZED AT WHAT CAN ACHIEVED AS AN ELITE LEADER.

DURING THIS STEP YOU WILL:

- ◆ DESIGN YOUR OWN UNIQUE ACTION PLAN WHICH WILL ACHIEVE YOUR GOALS
- ◆ LEARN HOW TO PUT IN PLACE THE CORRECT MEASURES FOR SUCCESS
- ◆ DEVELOP A CULTURE OF CONTINUOUS IMPROVEMENT WITH YOUR TEAM
- ◆ COACH OTHERS AND BE COACHED IN ORDER TO ADDRESS SPECIFIC CHALLENGES
- ◆ BECOME THE LEADER YOU ALWAYS WANTED TO BE

**BOOK YOUR PLACE
TODAY**

**13th and 14th
October**

**Level 10, Regus,
21 Queen Street,
Auckland CBD**

\$650 per person

**Book now at
elite@eliteld.co.nz**

What People Are Saying

"I THOUGHT THE WORKSHOP WAS AWESOME, REALLY INFORMATIVE! MARK MADE COMPLEX THEORY REALLY INTERESTING AND EXPERTLY NARROWED IT DOWN TO FIT INTO ONE LESSON WITHOUT MAKING US FEEL LIKE WE MISSED SOME CRUCIAL INFORMATION. HIS EXAMPLES WERE SPOT ON, SOMETHING FOR EVERYONE TO RELATE TO. THE GROUP EXERCISES WERE FUN, NOT FORCED, AND GOT US UP AND OUT OF OUR CHAIRS. I AM FASCINATED BY MY RESULTS AND THE RESULTS OF MY COLLEAGUES. I HAVE A DEEPER INSIGHT INTO OUR BEHAVIOUR NOW. SINCE THE WORKSHOP I FIND MYSELF THINKING ABOUT OUR PERSONALITY TYPES A LOT AND CAN RECOGNISE CERTAIN RESPONSES OR ACTIONS."

~AMANDA CHARLESWORTH, ENGLAND

"MARK WAGER IS AN INSPIRING MAN WHO HELPED ME UNDERSTAND MYSELF AND THE PEOPLE AROUND ME, THE TESTS AND EXAMPLES WERE USEFUL AND SUPPORTED BY FUNNY STORIES TO MAKE THE TOPICS CLEAR TO EVERYONE. TIME FLIES DURING HIS WORKSHOP; THEY ARE REALLY EYE-OPENING!"

~ ALEX WARMERDA, THE NETHERLANDS

"I ENJOYED HOW PRACTICAL AND INTERACTIVE THE WORKSHOP WAS – EVERYONE GOT INVOLVED – IT WAS VERY ATTENTION-GRABBING! I FOUND IT SURPRISING HOW MY PERSONALITY TRAITS CAN CHANGE OVER TIME AND I LEARNED A LOT ABOUT MYSELF. MARK WAS AN EXCELLENT FACILITATOR; HE WAS VERY CLEAR WITH HIS EXPLANATIONS, HUMOROUS AND CREATIVE. HIS WORKSHOP WILL DEFINITELY HELP ME GROW IN THE AREAS I NEED TO WORK ON AS I PURSUE MY LONG-TERM GOALS."

~ JIURIE SAMISONI, NEW ZEALAND

"I JUST WANTED TO EMAIL YOU AND THANK YOU FOR ALL THAT YOU HAVE TAUGHT ME. YOU HAVE CHANGED HOW I INTERACT WITH PEOPLE ON A DAILY BASIS AND TODAY HAS MADE ME REALISE THAT EVERYTHING I LEARNT HAS DEVELOPED MY UNDERSTANDING OF PEOPLE BOTH SOCIOLOGICALLY AND PSYCHOLOGICALLY"

~ VICKI MAIN, AUCKLAND

Feedback from last workshop:

How would you describe this workshop?
Scale 1-5 (1-Terrible 3-Good 5-Outstanding)

