

COACHING FOR PERFORMANCE MASTERCLASS

1 day Coaching Intensive

Master coaching to lead, empower and create future leaders!



What's Included

- Prework
- Full 1-day masterclass facilitated by PCC Renée Giarrusso
- Workbook and all materials
- Lunch, morning & afternoon tea
- Post-workshop group mentoring Zoom session

Limited to 15 places

August 20th 2020
8.30am – 4:30pm Melbourne CBD
\$990 inc GST
Register by August 3rd

RECENT ICF STUDIES CONCLUDED THAT 70% OF PEOPLE UNDERTAKING EXECUTIVE COACHING HAD AN IMPROVEMENT IN WORK PERFORMANCE AND 51% WITH IMPROVEMENT IN TEAM EFFECTIVENESS!

My personal journey with coaching started informally when managing teams in a large FMCG over 25 years ago. I was coached as a senior leader, and I was empowered to coach my teams. After dedicated study and application of coaching in real time, this opened my eyes to the amazing and profound world of coaching that led me to be doing what I passionately do today. As a Professional Certified Coach (ICF) I have coached and equipped thousands of leaders and executives with the skills and tools to lead their teams effectively through coaching.

What we have found is that the best leaders are a coaching resource and we are excited to bring you our highly successful interactive workshop program as an intensive in a public forum for the first time ever!

A leader as coach, is someone who will assist individual and teams to identify blind spots, stretch their capabilities and professional strengths whilst coaching through change and development to be the best they can be!

Targeted at leaders and executives who:

- Choose to lead rather than manage
- Want to empower and grow future leaders
- Are looking to adopt a structure to GROW others
- Want to create a plan to get buy in to coaching (1:1 and team)
- Need to get time back to do what really matters
- Are open to build further on their coaching skill
- Want to provide a robust platform for ongoing feedback and growth
- Have cut through conversations that count
- Are looking to reduce performance management
- Want to build deeper connection and relationships

Designed to suit the current level of coaching capability across attendees, the day will incorporate a large amount of time dedicated to practicing these skills and mapping out a coaching plan to implement back on the job to bring the learnings to life!

ICF (International Coaching Federation) 2013 studies found that there was a dramatic lift in many areas of the organisation with those undergoing an executive coaching program.

- 70% improvement on overall work performance
- 51% increase in team effectiveness
- 80% increase in self confidence
- 73% had improved relationships at work
- 72% had improvement in their communication skills
- 67% had improved work life balance

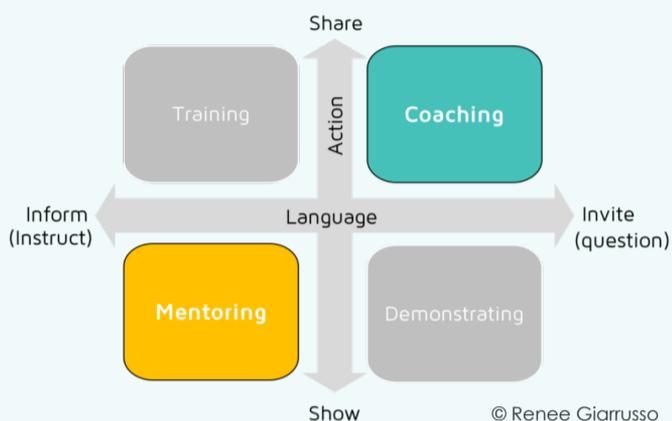
Benefits of Coaching and Mentoring:

All coaching and mentoring encounters are different for each individual with broad benefits that can result in things such as:

- Increase level of communication
- Create future leaders
- Free your time up to lead and not manage by empowering others
- Building stronger internal /external relationships
- Time management skills
- Leadership growth & influencing skills
- Increased engagement & confidence
- Specific Skills focus
- Delegation & influencing of key stakeholders
- Assist in organisational restructure or change
- Individual succession planning
- Decision making and innovation
- Enhanced communication strategies, vision & action plan
- Enhance team dynamics

What we will cover:

- The 4 Leadership postures (focus on coaching and mentoring)
- Communication to cut through
- The key coaching principles
- The benefits of coaching
- Coaching modes: 1:1, groups and self
- A coaching framework with intensive skills practice
- Getting buy in to coach
- A plan to implement back on the job



People own what they co-create and involvement is key, be the all "asking" leader not the all "telling" manager.

**We believe that if you want commitment, then coach...
if you want compliance, then tell.**

RENÉE GIARRUSSO

I have engaged with Renee for a few years now in a 1-1 coaching engagement. Team development program and a wider leadership development program. Undeniably consistent is Renee's passion for helping people reach their leadership potential in a way that cuts through the 'fluff' but in an empathetic way. Renee has so many useful tools to support a persons development that she enables with people as the situation arises. Her zest for life is infectious.

Sue Schmid, Head of Customer Experience and Standards Office at GS1 Australia Ltd



It's rare that you come across standout talent like Renee. I had the pleasure of attending both a Coaching for Excellence course and a 4ward thinking seminar that Renee facilitated. I was in awe of Renee's ability to command a room and get people on board with ideas on easy to use coaching and leadership models. Her energy and passion was so inspiring and engaging. "Talk about motivating". As a trainer, coach, mentor, leader and facilitator Renee earns my highest recommendation.

Rachel Love, Relationship Director at JLL

Renee played an enormously important role in the early days as I transitioned into executive leadership along with working closely with my leadership team as we came together and formed our identity. Renee's positive outlook and demeanour, her wonderful energy and her practical tools and support were instrumental in those early days in setting us on the course for the future success and achievements we were able to realise both as individuals and as a collective team.

Russell Hannah, General Manager - Retail Insurance Distribution MLC Life Insurance

Renée Giarrusso is an accomplished speaker, author, facilitator, trainer and coach who works with leaders, organisations and teams to accelerate leadership, energise mindset, collaboration and culture to lift performance. She founded RG Dynamics Pty Ltd 12 years ago after 18 years experience in senior leadership and sales roles within a global FMCG.

She has worked at all levels across 24 industries including building & construction, FMCG, professional services, consumer durables, government (job services), automotive, electronics, engineering and many more.

She is obsessed with working with individuals and their teams to fulfil their potential which results in increased performance and success. Her expertise is in growing and developing capability and behavioural change around leadership, communication, coaching, presentation skills and sales effectiveness which leave her clients inspired, re-energised and with improved results. Along with her highly developed skills in the area of learning reinforcement back on the job, she has the experience and understanding of what it takes to lead a high performing team and all she teaches she practices throughout her business,

Designing and running over 3,000 workshop programs and close to 2,500 coaching sessions her clients walk away equipped with key enablers and tools to ensure success and feel even more confident, motivated and connected to their teams and their leadership brand. Renée published her 1st book Limitless leadership in 2017, contributed to the anthology Leaders of Influence in 2018 and her third book is currently underway.



LIMITLESS LEADERSHIP™