



# The Power of Engagement<sup>®</sup>

## Feedback across Australia.

**“It doesn’t matter what your work or business is. You will take away something that will move you and your business forward.” *Helen Clarke.***

Some of the areas in which our client’s work ... ..

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## Agribusiness

	<p>“I gained a great deal from the course and have a better understanding of processes I should follow to improve my performance professionally and to present myself more compassionately personally. The content provided in the course is able to be applied to so many situations with useful tools supplied that are not too challenging; allowing role plays to put into place the skills gained improving confidence in participants, and reinforcing knowledge gained.”</p> <p><i>Wendy O’Shea, HR and Training Manager</i></p>
	<p>“A must do to truly understand the art of achieving a realistic mutually beneficial outcome.”</p> <p><i>Eric Jacometti, Director</i></p> <p>“Very informative, plenty to take on board. Keeps the mind active all day.”</p> <p><i>Ian Willert, Manager, Quality Systems</i></p>
	<p>“The relevance, quality and value of the material presented was first class. Now comes the hard bit!”</p> <p><i>Andrew Burgess, General Manager</i></p>

## The Power of Engagement: Participant Feedback

	<p>“Very good introduction to complex material.”  <i>Nicholas Healey, Marketing Manager</i></p>
	<p>“Valuable if your professional role involves plenty of interpersonal communication.”  <i>Stephen Coleman</i></p>
	<p>“The program provided me with some useful tools and ideas I can use to achieve a better result in my work and personal life.”  <i>Andrew Gibson, Branch Manager</i></p> <p>“Highly recommend it, and will be coming back to do it again, to following up on the beginning.”  <i>Greg Edwards, Horticulture Specialist</i></p>
	<p>“The program was thorough and well presented, very masterful in the ways people interact, converse &amp; negotiate. I think I am yet to realise the benefit of this course.”  <i>Rohan Kile</i></p> <p>“If you have the opportunity to attend this course I would strongly advise you do so – outstanding!”  <i>Mark Tate</i></p>
	<p>“I feel as though I have only touched the surface on this subject. I need to do more work in this.”  <i>Jon Carmichael – Supply Chain Manager</i></p> <p>“I found this course, extensive and extremely interesting. The principles, tools and framework, if applied correctly and effectively, will be extremely value adding to my workplace and personal life.”  <i>Dominic Bassi, Supply Chain Coordinator</i></p>
	<p>“This will change the way you look and listen to people in your personal &amp; professional life. It will also make you look closer at yourself. “  <i>Russell Hutfield, Hans Continental Smallgoods Colmslie</i></p>
	<p>“The course was fantastic. I would recommend anyone to do the course regardless of how good their communication skills are.”  <i>Julie O’Hehir</i></p> <p>“Very worthwhile, if anyone is working with people they need to do it. Also works good for relationships &amp; partners”.  <i>Russell Richter</i></p>
	<p>“POE was a good opportunity to relate personal and business circumstances to the written content and learn new abilities/techniques. Enjoyed the interaction between presenter and other course participants”.  <i>Phoebe Chandler, Dalby</i></p>
	<p>“The course has been a benefit in learning about myself. This in turn will let me know to address other team members when they are placed under pressure.”  <i>Mick Senini, Gympie</i></p>

## The Power of Engagement: Participant Feedback


	<p>"Comprehensive, essential for personal development." <i>Jon Doust</i></p> <p>"Great Course. It gets you thinking about how you say things the may cause a response. How you respond can influence these responses. It makes you stop before you speak." <i>Evan Brown</i></p>
 <p>South Pacific Seeds</p>	<p>"Extremely effective tools in learning how to deal with others in all aspects of life, by understanding your own character and learning how to read others and how to react to get the best of any situation for long term effectiveness and happiness in all roles." <i>Ros Boylan, Marketing and Sales Manager</i></p>
	<p>"Very interesting and makes you ask a lot of questions of yourself, which you can apply to your personal and professional life." <i>Bruce Woods, Director</i></p>
	<p>"Very valuable, not new material but it makes you think about how you do things and how you could do them better." <i>Bruce Vandersee, Managing Director</i></p>

## Catchment and Landcare






	<p>"I would recommend that everyone take this course – to learn about yourself and change is the first and essential step to changing anything else around you. Great course, great facilitators, great company, great facilities – a very beneficial and enjoyable 2 days." <i>Melissa Brien</i></p>
	<p>"The course gives insights as well as a raw perspective on human behaviour patterns and how we process our thoughts, and react in given situations. Presenter guides you through this complex web so that positive outcomes are achieved in both your work place and personal life." <i>John Cauchi</i></p>
	<p>"A useful training program that you can relate to and apply in the real world of teams and engagement of staff/colleagues/community." <i>Mike Bent</i></p>
	<p>"Dynamic, very interesting &amp; useful." <i>Jeff Poole</i></p>
	<p>"It is a very good course, has a good value of bringing learning, listening and different skill types to your attention and a basis for working with and around these to engage people." <i>Melissa Cundy, QMDC,</i></p> <p>"Great stuff, very practical, will use tools and strategies a lot in</p>



## The Power of Engagement: Participant Feedback

	<p>the future. Wish I'd done this workshop sooner!"</p> <p style="text-align: right;"><i>Lauren Eyre, QMDC</i></p>
	<p>"A highly useful workshop that not only covers theory and gives you background, but also practical skills and tools to use in the real world."</p> <p style="text-align: right;"><i>Alexis Wegener, Maranoa Balonne</i></p> <p>"Fantastic organisation! I would attend this again, even if it was a 3 day course". There was huge value in day one and looking at how to communicate and what elements make up communication. In a time when everyone's so busy it was a great chance to learn tools on how manage my energy and look at what's important in my work and how to achieve success."</p> <p style="text-align: right;"><i>Julia Telford, Goondiwindi</i></p>

## Financial services


	<p>"The Power of Engagement is an in-depth look at how our actions and behaviours influence both us and those interacting with us."</p> <p style="text-align: right;"><i>Howard Coggan, Agribusiness Banking</i></p>
	<p>"I found the course applicable to the environment I work in. The tools will help in all facets of negotiating and selling. Our clients will benefit from these tools and our staff will be encouraged to attend."</p> <p style="text-align: right;"><i>Derek Mayne, Emerald</i></p>
	<p>"Very useful &amp; interesting course, applicable for both personal &amp; professional development. Highly recommended."</p> <p style="text-align: right;"><i>Phillip Ng, CUNA Mutual Group Australia, Sydney</i></p>
	<p>"You have delivered a program that is both challenging and practical. I know I will be able to use this tomorrow in my professional and personal life, and am looking forward to doing so."</p> <p style="text-align: right;"><i>Penny O'Shanesy, Medfin, Taringa</i></p>
	<p>"All in all one of the best courses I have been to as I was always interested, challenged and am leaving highly motivated and informed."</p> <p style="text-align: right;"><i>Natalie Plowman, Warner, QLD</i></p>
	<p>"The quality of the course was fantastic, I found it very interesting &amp; was great to know that your never wrong only misguided. Also how to build rapport was also very good information not only professionally but personally too."</p> <p style="text-align: right;"><i>Kylie Hatfield</i></p>

## The Power of Engagement: Participant Feedback

### Government

	<p>"So much good information to take away. You hope that if you can learn and practice the tools you will be capable of being a good negotiator."</p> <p style="text-align: right;"><i>Kim Case – Program Manager</i></p>
	<p>"The course looks at so many different areas but when you look at it all it's a bit like a jigsaw it all fits together. I will use the tools and skills in my personal and professional life."</p> <p style="text-align: right;"><i>Monica Staines, DAFF</i></p>
	<p>"Excellent course in seeing how the concept work, not sure how I will go applying all the sections to my life (professional &amp; personal). Certainly can apply it to my life &amp; very interesting."</p> <p style="text-align: right;"><i>Phil Hausler</i></p> <p>"The course was very helpful in understanding why communication &amp; negotiation breaks down and giving us tools to do it better."</p> <p style="text-align: right;"><i>Tim Schatz</i></p> <p>"This course explores the way we communicate, interact &amp; negotiate on such a deep level, &amp; helps us understand this so we apply these tools to our professional &amp; personal lives to achieve beneficial outcomes fore everyone."</p> <p style="text-align: right;"><i>Sarah Streeter</i></p>
	<p>"Taught me how to value the individual. Course and it's contents were outstanding and should be compulsory for new employees and for project teams commencing a new project."</p> <p style="text-align: right;"><i>Peter Donaghy</i></p> <p>"I'd say that it's delivered with intensity and enthusiasm, is of high interest for extensions professionals and offers valuable inights into a wide range of areas. Additionally the facilitator offered potential areas for further development. "</p> <p style="text-align: right;"><i>Mark Best</i></p>
	<p>"Good reinforcement &amp; knowledge base, with sufficient new knowledge to keep focus and attention. Well done."</p> <p style="text-align: right;"><i>Pauline Mooney, SARDI</i></p>



### Industry organisations

	<p>"It taught me to think about why the other person has a particular point of view and they would do to resolve the situation."</p> <p style="text-align: right;"><i>John Canino</i></p>
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## The Power of Engagement: Participant Feedback

	<p>"This course has given me greater knowledge and understanding of what I do both personally &amp; professionally and has given me many tools to advance forward. <b>Quality = A1, Value = A1, Interest = A1.</b>"</p> <p style="text-align: right;"><i>Michael Beeston</i></p>
	<p>"Great content &amp; tools. A lot to take in but the notes were great &amp; I'm looking forward to going through some situations in my personal life. You will regret <u>not</u> doing it."</p> <p style="text-align: right;"><i>Kate Lightfoot, Narrabri</i></p>
	<p>"Fantastic course, practical, insightful and useful. Can and will be applied to the work environment."</p> <p style="text-align: right;"><i>Mark Panitz, Industrial Advocate</i></p>
	<p>"Wide ranging, providing behavioural context for the way people deal with information and negotiation. Presented in an engaging style with good practical interaction."</p> <p style="text-align: right;"><i>Gerard McEvelly, Program Manager, Supply Chains</i></p>
	<p>"The course is of value to anyone who has to deal with people regularly (ie everyone). It gives practical, straight forward and common sense tools and methods for more effective and reworking (for all parties) dealings &amp; interactions."</p> <p style="text-align: right;"><i>Ian McLean</i></p>
	<p>"The course created an awareness of so many aspects of communication that I was unaware of. I came to this course because I wanted to learn how to better communicate. I thought that I needed to learn to express myself better, however I learned that I really needed to understand others that I am trying to communicate with better."</p> <p style="text-align: right;"><i>Tracey Leo, CEO</i></p>
	<p>"Excellent. A Quality course."</p> <p style="text-align: right;"><i>Kelvin Griffith, Director</i></p>



## Marketing and Management Services

	<p>"A very interesting course that is delivered well. It focused on topics that I knew I wanted to develop but didn't know how to go about it. I now have the tools to start training and switch on my brain."</p> <p style="text-align: right;"><i>Gerard Sippel</i></p>
	<p>"Brilliant."</p> <p style="text-align: right;"><i>Jo van Niekerk, Coles Account Manager</i></p>


## The Power of Engagement: Participant Feedback

	<p>"This course has given me the confidence to use the skills I have already in place and develop the use of the ones identified in this course."</p> <p style="text-align: right;"><i>Allan Cooney, Manager, Alice Springs</i></p>
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## Not-for-Profit

	<p>"It challenges you to become a lot more self aware regarding communication with others."</p> <p style="text-align: right;"><i>Narelle Albrecht, Melbourne</i></p> <p>"Fantastic journey in evaluation - how I currently communicate and how I could do so more effectively and assertively."</p> <p style="text-align: right;"><i>Kristen Dearthcott, Melbourne</i></p>
	<p>"A great course to enhance and reinforce behaviours that will assist you in the journey of life."</p> <p style="text-align: right;"><i>Stephen Licciardello, Sydney</i></p>

## Primary Production

<p style="text-align: center;"><b>Livestock</b></p> 	<p>"Very enjoyable and informative course, with enough practical demonstrations and involvement to help me understand the principles."</p> <p style="text-align: right;"><i>Gavin Miller, Western Grazing, QLD</i></p> <p>"As a farmer and being involved in the community what I have learnt will greatly help my own family and organisation be productive and efficient."</p> <p style="text-align: right;"><i>Simon Menzel, Tathura Pastoral, Branxholme, VIC</i></p> <p>"Outstanding! Recommend this to all manager &amp; supervisors that have to deal with other businesses &amp; staff."</p> <p style="text-align: right;"><i>Tim Stokes, Van Diemens Land Company, Smithton, TAS</i></p> <p>"A deeply relevant course for everyone. Very much appreciate being offered a course of great standard."</p> <p style="text-align: right;"><i>Inga Gibson - Central &amp; Northern Grazing Co, Jericho, QLD</i></p> <p>"Just do it !. Another stepping stone to meaningful relationships, including staff."</p> <p style="text-align: right;"><i>Ruth Jones, Somerby Pastoral Co, Comet, QLD</i></p>
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## The Power of Engagement: Participant Feedback

### **Grain and cotton**



"The course was an interesting experience that will help me focus on process in presentation for meetings in the future. Well worth the 2 days. Thank you."

*David Turner, Sackville Pty Ltd, Goondiwindi, QLD*

"Very focused and valuable course."

*Charles Clarke, Goondiwindi, QLD*

### **Sugar**




"Do the course, it will be of value to your. It can be applied both personally professional in your daily life. It will benefit you and you have to do it for yourself."

*Carol Mackee – Calfa Farming Co, Ingham, QLD*

"Absolutely essential even though you may not be involved often in any type of negotiation – huge benefit to ordinary businesses for personnel management."

*Pierre Robert, Frederica Sugar Estate (South Africa)*

## The Power of Engagement: Participant Feedback

<p style="text-align: center;"><b>Horticulture</b></p> 	<p>“This course was bigger and better than I expected with much more content than I thought possible to fit into 2 days. Very worthwhile, I will be sending some key staff &amp; hopefully my wife &amp; business partner.”  <i>David Moon, Moonrocks, St George, QLD</i></p> <p>“I didn’t know what to expect before I walked into the room, now the course has finished I am extremely happy that I came. The information I am going to put into practice from this two days will be a benefit to my personal &amp; professional life”.  <i>Nick Gibb, Gibb Bros Farming Co., Ashwell, QLD</i></p> <p>“Whole course excellent. Life changing on understanding of other people’s needs and wants.”  <i>Darren Eiszele, Houston’s Farms. Cambridge, Tas</i></p> <p>“I found the course to be very relevant. Not only in a professional sense but also in a personal development sense. I hope that I can take away the information and use it to try and do better in both roles”.  <i>Elise Pike, Red Jewel Nursery, Ballandean QLD</i></p> <p>“Everyone should do it and it might make negotiating with people easy.”  <i>Stephen Tully, Plantation Management Services, Kununurra, WA</i></p>
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## Real estate and merchandise

	<p>“All Good. Extremely interesting and a lot to learn. Makes you aware of other people’s feeling and emotions and how to read other peoples and yourself.”  <i>Andrew Jakins, Property Sales</i></p>
	<p>“I wish I had known and understood the contents of this course 30 years ago.”  <i>Dick Allpass, Property Sales</i></p>
	<p>“An extremely relevant communication course to both social and work life. If you can implement some of the key ideas/skills it will definitely improve your success rate at home and in your business.”  <i>Tom McLeish, Livestock sales, Longreach, QLD</i></p>
	<p>“Fantastic information presented in an informative, interesting and interactive manner.”  <i>Roxy Borchardt</i></p>