

Creating Predictable Success

What does it take to become an inspirational leader who can create predictable success?

It's the ability of the leader to see the reality of the present situation, know where they're going and apply appropriate behaviours to achieve predictable success. Furthermore entrepreneurial leaders need to be able to inspire a team to follow them. These leading edge skills allow leaders to transform businesses into brand leaders which attract more profits, talent and success.

This workshop will look at various strategies for making success more predictable and sustainable including:

- The universal life cycle (ULC) all business follow and where you are on it
- The 7 fears overcome by highly effective entrepreneurial leaders
- The tools, processes and behaviours needed at each level of the ULC
- Crafting compelling visions which inspires buy-in from ALL stakeholders
- Tapping into the collective intelligence of your team
- Creating extra revenue streams

Maximise Client Relationships

Whatever profession you are in, you're in the *people business* first. If you're like most entrepreneurs and professionals, you'll have mastered your professional skills, but in the present environment, you might be looking for the leading edge.

Generally the key to more success with less stress is:

- 1) Securing 'ideal' clients**
- 2) Retaining those clients**
- 3) Selling more services and products**
- 4) Charging a premium price**

This training will give you unique insights into human behaviour and tools that will help you build sustainable and prosperous client relationships.

You will take away:

- The sweet spot of client relationships and why most businesses don't go there
- The three 'A's to client relationship mastery
- The number one key to persuasive communications
- What clients find attractive in organisations
- The four pillars to building a great client base
- The ability to profile potential clients quickly
- The principles of persuasion ...And much more!

