



ELITE LEADERSHIP PROGRAM

DEBBIE ORGAN & WAYNE PEARCE

THIS IS A GAME-CHANGER.

**WHAT IS IT AND WHAT CLUBS WHO
ATTENDED DAY 1 THOUGHT...**

What is the Elite Leadership Program?

Our Elite Leadership Program focuses on five
core competencies of effective leadership:

Module 1: Self-awareness

Module 2: Advanced communication

Module 3: Team leadership

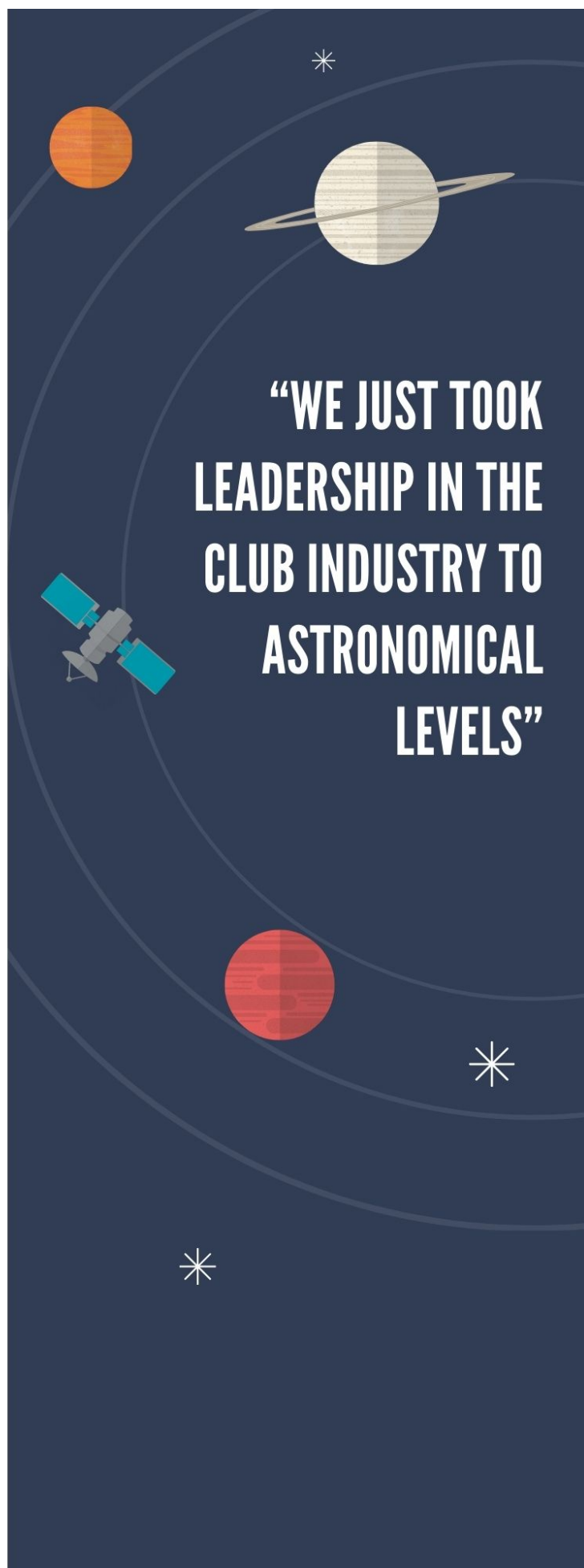
Module 4: Coaching and motivating people

Module 5: The X-factor of leadership - accessing
flow state

Each model is presented in face-to-face training
across Australia.

We kicked off the Elite Leadership Program in
Sydney and our first day of the event took
leadership and profiling to a whole new level.
Our participants were blown away by how much
they had learnt and couldn't wait to implement
their new skills.

ABOUT THE PROGRAM AND FEEDBACK FROM CLUBS



What Sets the Elite Leadership Program Apart?

Having trained in the club industry for over 20 years, and university lecturing and training for over 30 years, I've attended quite a few leadership and personality profiling courses. In terms of understanding people's behavioural differences, the focus is often on the DiSC model, which many of us know well.

The Elite Leadership Program, however, is based on the world-renowned Process Communication Model (PCM).

PCM is an innovative communication and personality framework that will enable you to understand, motivate, and communicate more effectively.

A little background on PCM

Taibi Kahler developed PCM in the 1970s, and NASA quickly adopted the model for use in astronaut selection and education as early as 1978. The reason was obvious - astronauts spend their time confined in a small space, in stressful and potentially life-threatening situations. As PCM is a human behaviour model built on observations and interactions, it could strengthen communication between the astronauts. Effective communication could mean the difference between life and death.

We've developed our program based on this award-winning theory backed by over 40 years of research from NASA. NASA still uses the program today, and it's been adopted by prominent leaders in a variety of fields around the world. Leadership at companies like Apple, Microsoft, BMW, McDonalds, and Coca-Cola. It's been used by the White House and other leading politicians. Psychologists often employ the PCM method and it's approved by the Royal Australian College of Surgeons.



What you'll gain from this program?

You can use the PCM model to move forward in your professional career and to make impactful, positive changes in your personal life. You'll learn how to discern what motivates people and then how to tailor your actions accordingly to get your desired outcomes.

Through our program, you'll first learn about your own behaviour when communicating and how it affects others' behaviours and responses. You'll learn how to alter your own behaviour during communication so that you can achieve a desired result in others.

You'll also discover how to read other people's behaviour and communication styles. You can gain key insight into others so that you can improve your relationships with them and increase productivity.

The program doesn't just focus on general communication and behavior tips. We'll also focus on specific situations, like times when you and others are feeling demotivated. We'll teach you how to use PCM to turn your attitude (and others' attitudes) around and get everyone back to a more productive state.

Two other issues everyone faces in both professional and personal situations are conflict and miscommunication. Conflict is inevitable, but PCM gives you the tools to deftly navigate conflict and come out of it with your relationships intact. You'll learn how to deal with behaviour without developing negative feelings about the person, and you'll be able to approach the next conflict with a better strategy.

Miscommunication often leads to conflicts or other issues in the workplace and in social relationships. PCM can help you learn how to communicate more effectively so that others get the intent behind what you're saying. You'll also learn how to read others' communication to understand their underlying thoughts as well.

One of the main outcomes of our PCM training is that you'll develop more meaningful relationships with important people in both your professional and personal life. You can learn to communicate more effectively and strengthen your relationships.

PCM and the Club Industry

We've designed our Elite Leadership Program for those in the club industry. We use the PCM framework, but have tailored the ideas to benefit you. For each module, we've chosen case studies and built case studies relevant to the club industry. This training will provide you with the landmarks you need to put the PCM model into use at your workplace.

Sign up for Day 1 and try our unique program

If you want to see the Elite Leadership Program in action, sign up for day 1 to see firsthand some of the great benefits you'll gain from this program.

Module 1 is all about self-awareness, as PCM teaches that it's important to understand your own behaviours and communications patterns before you can effectively understand others. So, you'll spend this first day discovering yourself, and your distress levels.

Module 1 is primarily run by Wayne Pearce. You will receive:

- Key to Me: Personality Report and
- Key to Leadership Profile.

Each of these tools will assist you in understanding your unique personality. You'll learn how to apply these insights to become a more effective leader.

After trying the Elite Leadership Program for the first day, you'll have the option to sign up for the additional four days, where you'll learn about reading the behaviour of others and using your newfound communication skills to become a more effective leader.

Try our first module and I know you will be blown away!

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"I now understand my profile, distress phases and leadership style and how it impacts my work and other colleagues"
Operations Manager, Cronulla RSL

"Great to receive leadership training from someone who's done it, rather than academics"
Executive HR Manager, Club Central Group

"Module 1 was truly fascinating! I really enjoyed learning about the extremely interesting personality profiles"
Manager, Cronulla RSL

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