



Paul Hannan
Business-Life Coach

Leadership-Team Development



We implement 3 steps to achieve your goals:

1. RESEARCH

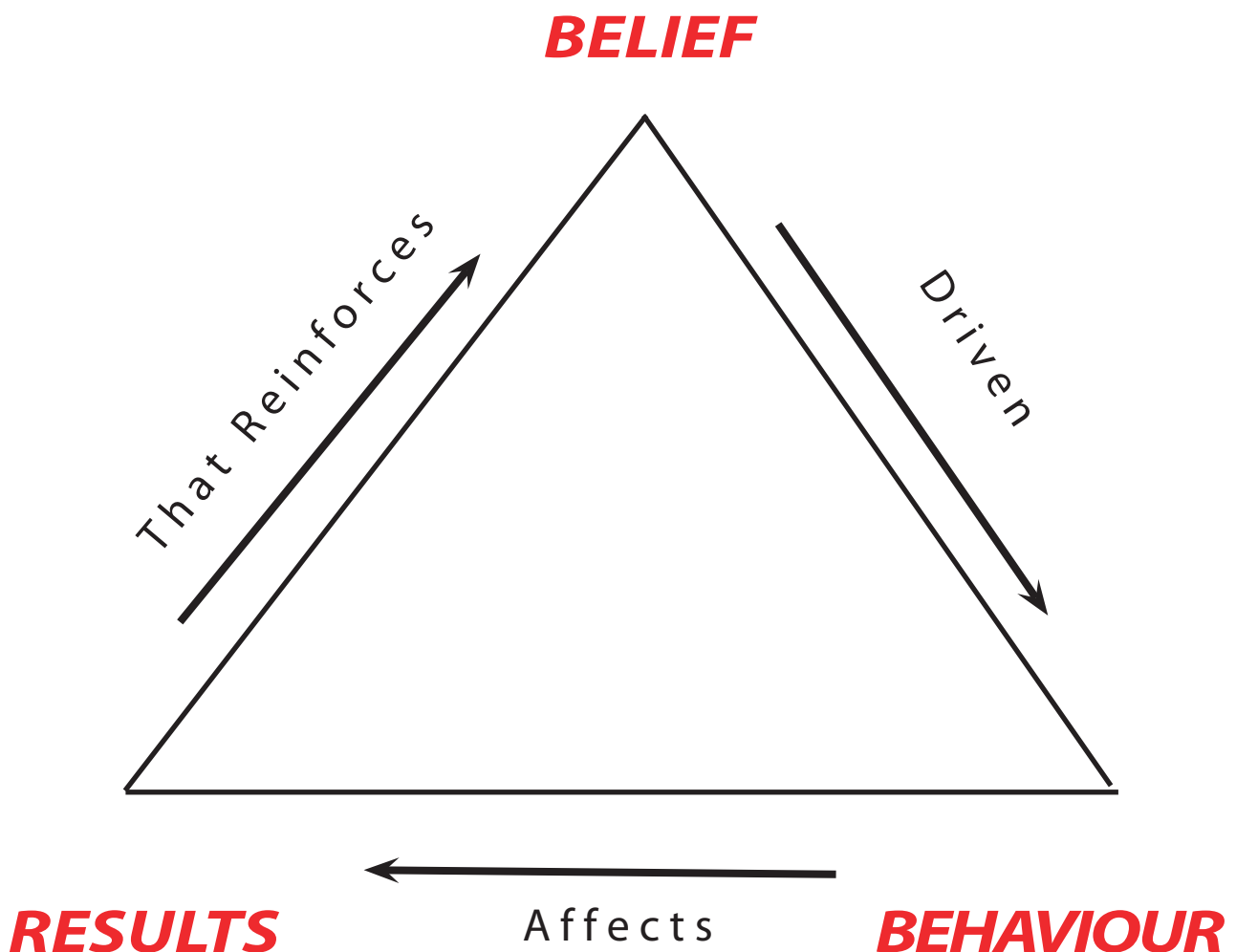
We interview key members of your client base to gain insight on what currently and for the future builds rapport. This gains the 'intelligence' emotionally and strategically that leads to the action plans that will positively impact your productivity and profitability. Tools include the '**Do It' Behavioural Profile** and **Strategic Business Questionnaire** which identifies the pros and cons of your team's current beliefs, behaviours and results.

2. DELIVER

We work with your people in a highly interactive, experiential way. This is akin to giving your people "a whack on the side of the head" (Edward de Bono). We constructively challenge their core beliefs and in a concrete way help them to transform their attitudes and actions - to lift morale, generate ideas and become more committed to achieving the most informed goals.

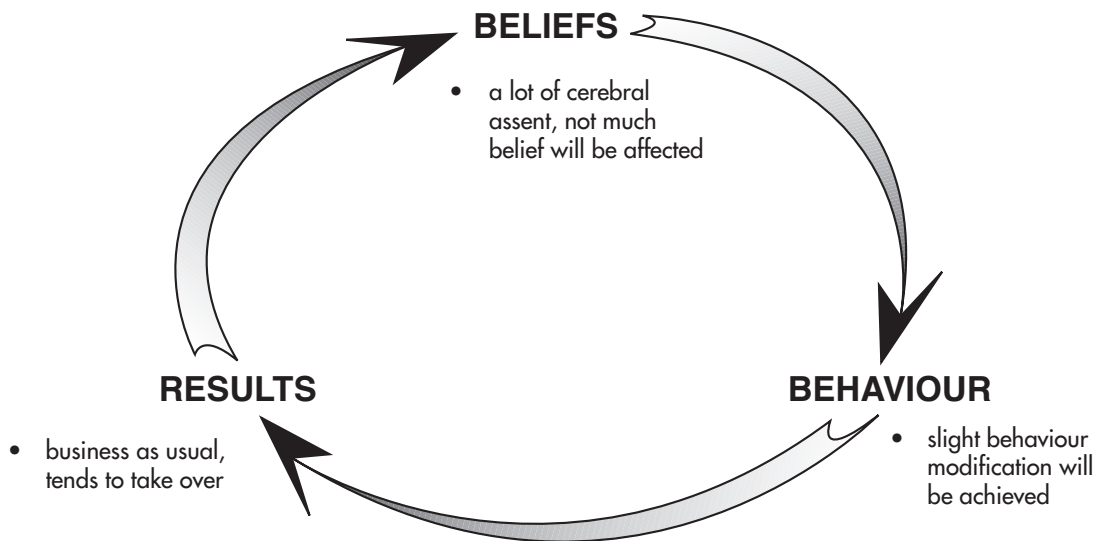
3. MEASURE

We help you to get better results because we make your team accountable with action plans that commit your people, time and resources to improve productivity.



Scenario One ...

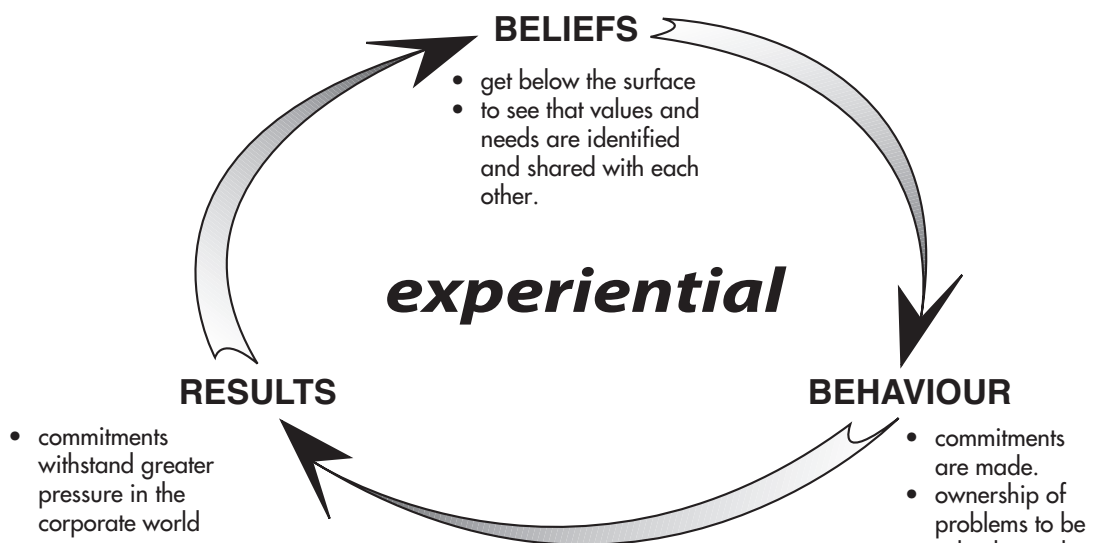
Ordinary Training/Education



the major difference between the two scenarios is that the one above stimulates the mind and achieves mental agreement the one below mixes the above with emotion...that power that triggers all decisions.....the element that keeps our commitment !

Scenario Two ...

Coaching/Training with inspiration ... the Simulation Concept



This program is one day in duration and enables your leadership team to create a dominant thought (DNA) and strategic action plans.

Overview

This is a sophisticated exercise ***that creates an environment for participants to make a commitment to change*** within the individual as well as the teams.

We will implement ***Back to the Future***

- To *create or renew a DNA which is a blueprint for improved productivity* verses activity which is often without direction and leads to mediocrity.
- To provide *high impact training* that levels out defences in people against change
- To *challenge your team* that their most sincere efforts can often tend towards chaos & disorder
- To *equip the team* with the foundation stones that will reverse that tendency towards a measurement of actual improved productivity

How the Program Works

Back to the Future is a fast paced, highly interactive group learning experience. The entire program, including the experiential session and the debrief, takes one day. **(Customised de-briefs and workshops extend time according to outcomes required.)**

In this simulation teams race into the future, battling different economies in their attempt to reach the future to discover the foundation stones. Equipped with a fixed budget and assets, each team must balance the challenges of 'not knowing' the future with the object to return and see how much their prosperity has increased due to their productive teamwork.

The power of this experience emerges in the customised debrief where participants review their performance and understand obvious parallels in their own world. They see that when faced with the pressure of the environment and limited time, many teams make decisions they later regret. All teams learn that effective teams "incubate with *Valued Information* that maximises the 'Soular' power of the organisation." They form a DNA. (please see 'Soul Empowerment Process' document)

Why the Program is so effective

Back to the Future clearly replicates the challenges that corporate leaders & sales teams as well as individuals & families face in today's competitive, often stressful, work environment. It stimulates the tensions and pressures that can hamper an individual's ability to work effectively.

Most importantly, participants learn through experience. *There is no substitute*. Hearing or reading simply cannot compete with highly focused team experiences. People see themselves and their colleagues responding to challenges; trying to be as productive as possible in a highly competitive and pressured environment. At the conclusion of the program, participants are ready to forge their individual and team blueprint. We call this their "DNA of choice". Other benefits are:

- handle change effectively as a team & individual
- maximise productivity
- manage resources
- Gain information necessary to make the best decision
- set goals
- share a common Dominant Belief about the Future

Key Experiential Benefits

Focus on Productivity

Back to the Future demonstrates that activity alone does not guarantee productivity. The debrief examines how teams or individuals can consistently raise performance by focusing on productivity.

Incubation verses just simply planning

The simulation also shows that when faced with time pressure most teams fail to "incubate" effectively if at all. The debrief reinforces the critical importance of this and the need to have a definite DNA that impacts bottom-line performance.

Teamwork

Communication, shared resources, roles and responsibilities, and focus on a common DNA are all challenged through the process. The debrief shows participants that you need the commitment of the whole team to be successful and effective, especially when the pressure is on as organisations, families, individuals or sales teams face a changing world.

Shared DNA

Participants are challenged to think in terms of "**what is possible?**" within the changing environment instead of "**what is necessary to survive?**" or "**what's the competition doing?**". Participants leave with a clear DNA that success begins with a commitment and attitude to optimise within any changing environment.

How is the program going to be achieved?

- Facilitation and participation
- A debrief work book plus "Lessons from the Future" desktop cards for each participant
- A Future Kit for each team to compete in the simulation
- Follow-up material to reinforce the key learnings of the program
- Trophy & T-Shirts for the winning team
- Opportunity to participate in their own "DNA Day".

Principal
AUSTRALIAN INSTITUTE FOR HUMAN DYNAMICS

Up-Front

Paul's basic belief in the corporate world can be summed up in this one statement:-

"Build people's lives for prosperity,
both personally and commercially."



Paul Hannan
Business-Life Coach

History

Paul's career has spanned many facets of human dynamics development. Over the past 22 years he has advanced through various areas of professional selling, adult education and business management; was founder of the Manpower Management Group and today is the Principal of the Australian Institute for Human Dynamics.

Paul originally from a theological and counselling background is a COACH and motivational specialist who **has a deep commitment to helping people and organisations discover their full potential**. He uses "experiential" skills together with his unique talent to communicate with people from senior management through to all stratas of people working to succeed. As a keynote speaker, he designs his own inter-company programs from one day sessions to one-two year projects. As at 1st July 2004, Paul is consulting to a customer base of 487 companies with 36 projects currently in progress.

Together with his partner, Anne Marie, they are raising four children; have worked through losing a business and starting another; compete in the management consulting business, both interstate and overseas and have rebuilt a junior football club.

The Hannan family also own and operate a 70 seat cafe/restaurant seven days a week, which offers another opportunity to practice the principles that Paul coaches into the marketplace with his clients.

All these add to an amount of **practical experience that makes Paul's training, conferences and seminars 'down to earth'**, laced with anecdotes and the right amount of a good Australian sense of humour.

Back to the Future can be used to:

To create a vision for productivity and team work

To provide high impact training in a short period of time

*To kick off your conference or company meeting with fun,
enthusiasm and motivation*

*To provide your organisation with a shared experience
they will never forget*

Contact us

at Australian Institute for Human Dynamics for more information:

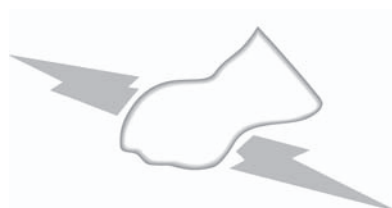
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