



## TEAM PERFORMANCE PROGRAM

“Tony Wilson has acted as QIC GFI’s team consultant for the past twelve months. Tony’s coaching, focussing on effective communication, team goal-setting and strategies for achieving higher performance, has helped to lift the QIC Global Fixed Interest to new heights in terms of achieving excellence in a very challenging and competitive environment.”

- Susan Buckley, GM Global Fixed Interest, QIC

### Overview:

Managing teams effectively is still one of the best sources of competitive advantage in any market. If you want to truly enhance problem solving, decision making, economies of learning, and create a high performance environment that allows success, engagement and motivation for all of your staff, the way that you manage and lead your teams is the key factor.

The Team Performance Program focuses on building team cohesion and accountability in the leadership group, while developing leadership skills, and a platform to deliver direction, strategies, standards and behaviours.

#### Executive Team Benefits:

- Common purpose and common messages throughout the organisation
- Common management framework
- Improved problem solving, decision making, accountability and productivity
- Create an environment that allows high performance
- Develop an environment of strategic thinking

#### Individual Leader Benefits:

- Learn to develop team cohesion
- Strategies for influence, motivating staff and addressing conflict
- Feedback and leadership communication skills
- ‘Selling’ your message
- Keeping staff accountable and results-focused
- Create and manage high performance behaviour within your team

### The Program:

We all know that one-off workshops are rarely as effective as we would like. The Team Performance Program delivers ongoing contact with the Performance Coach throughout the year, and is loaded at the start to make sure that the team and its leaders establish good routines and management habits, while momentum and motivation are highest. This ensures maximum transfer to the workplace and produces an environment of high performance.

Following is an outline of the full-scale program, but this will be customised according to the needs of your business and its leaders.

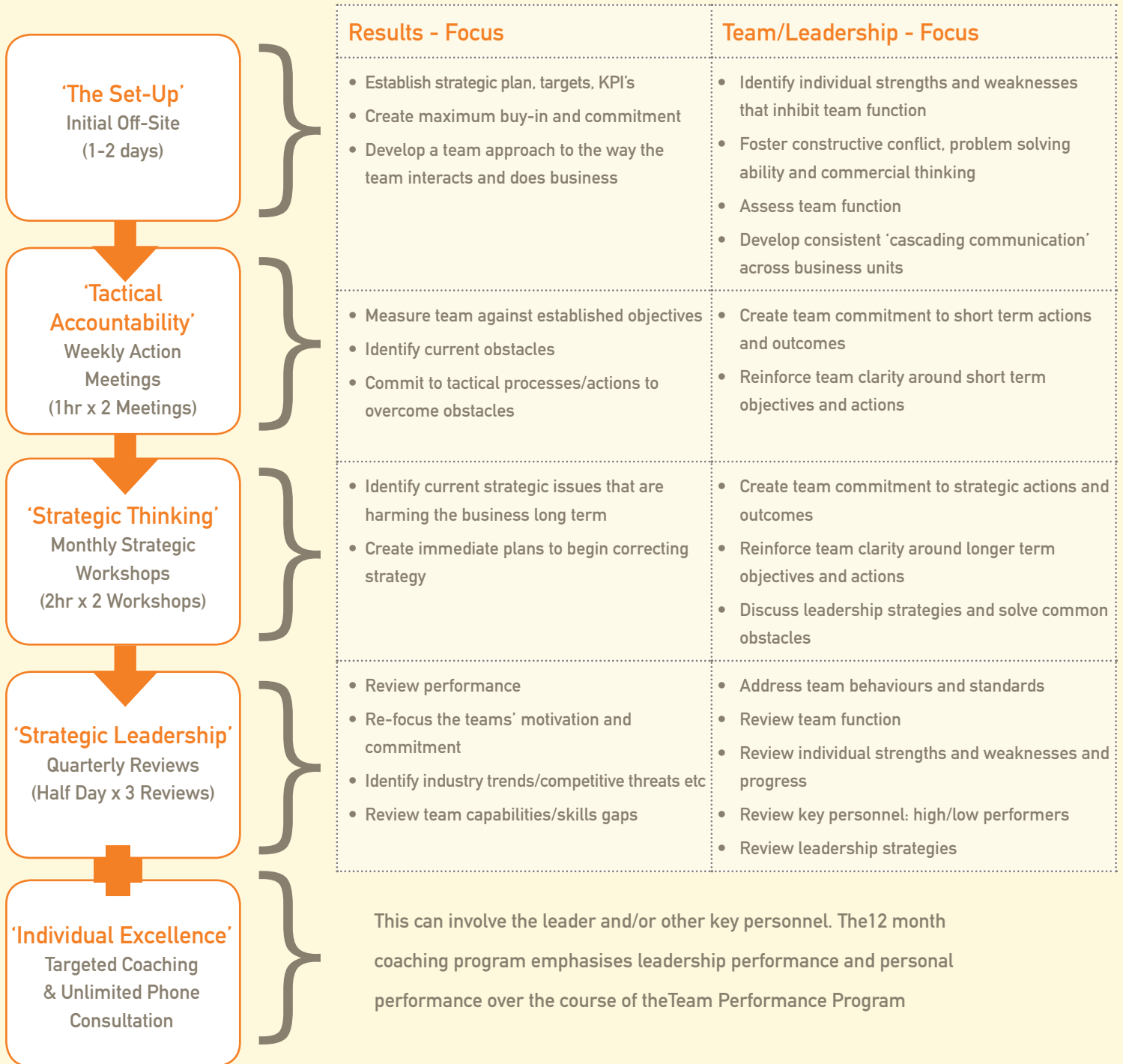
### Your Investment: approx. \$27 000 + GST

This covers the complete program with Targeted Coaching for the Team Leader, along with unlimited consultancy over the phone for the duration of the program. An exact quote can be made after we decide on the best mix of workshops and coaching for your team and its leaders





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**Bio, Tony Wilson:**

Tony Wilson has spent over a decade working with high performance teams in business and in sport. Originally a Performance Coach with elite sporting teams throughout Australia and the USA, Tony's ability to create team culture, common goals and a focus on objectives has helped shape some of the most successful teams in the country. Tony's practical background, coupled with an MBA, give him a unique perspective on team performance, and many high achieving corporate teams throughout Australia now apply his philosophies.

