

Become a leader worth following

ENGAGING EXECUTIVE PROGRAM™

Transform your ability to understand,
influence and connect with others
in person and virtually





Becoming a Leader, Not Just Another Specialist

In today's global economy, it's easier than ever to find someone, anyone, who can perform a role and perform it well. Whether you need legal, scientific, accounting or any other professional service, there's a specialist out there who can do it. With a flooded marketplace of specialists, how can you ensure you're standing out from the crowd, and continuously climbing the organisational ladder to your success?

While proficient specialists may have a place as the 'doers' in an organisation, those who also know how to weave themselves into the fabric of a complex environment, establishing relationships while still accomplishing organisational goals, and proving themselves great leaders of specialists - are taking the top spots. These multi-talented, engaging, confident individuals seem to have it all.

You have two choices. You could resign yourself to being a specialist 'doer' forever or you could decide to learn the skills and traits needed to be one of those who can transcend the technical, an *Engaging Executive*.

The Engaging Executive Program™ gives you everything you need to transform into a leader of people.

Learn how to:

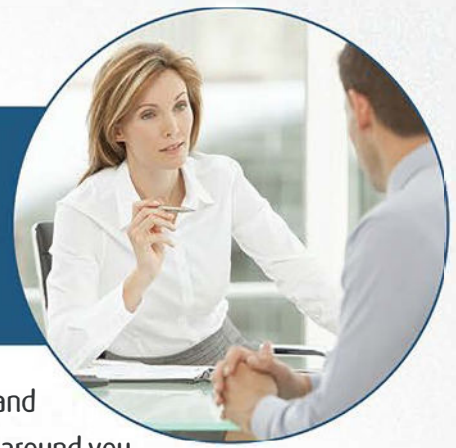
- **Connect** with anyone from the shopfloor to the board by exuding confidence and approachability.
- **Understand** people at an emotional level and see the world through their eyes.
- **Influence** by adapting your style to the situation through your linguistics, voice and body language.



Our Proven Methodology

- **Learn from the experts:** All of our facilitators have a business psychology background with an average of 20 years experience.
- **Tangible toolkit:** Everything you learn is a practical tool or technique you can apply in a multitude of contexts, backed by an Amazon bestselling book.
- **Real world application:** via our mobile app you will be sent daily challenges which enable you to practice professionally and socially, whilst recording your progress.

Why the ENGAGE Model Works



The Engaging Executive Program™ is based on the highly effective and proven ENGAGE model, designed to increase your influence and impact on those around you.

The ENGAGE model is what great people leaders do naturally.



En-trance

How do you make the best first impression? What are the initial reactions when you walk into a room or login to a virtual meeting? What do your facial expressions, posture, gesticulation and eye contact say about you? Ensure you're sending out the right messages, no matter if it is face to face or virtual.



Network

Are you actively building relationships with your colleagues and others in your industry? Technical proficiency isn't enough to reach the highest level of success. Learn how to create meaningful, impactful relationships, whether you're at a networking event, board meeting, social setting or just the water cooler.



Guide

Ever wonder how some people can get others to do exactly what they want? Discover how to be more influential in your day-to-day interactions, and uncover the power of words, voice and body language, as an integrated set of behaviours.



Acknowledge

How often do you acknowledge what is truly important to those around you? Learning to recognise and identify the priorities of everyone on your team can transform you into an empathetic, servant leader, who earns the loyalty of his or her peers.



Glow

Light up the room and make a lasting impression on everyone you meet. It's not as difficult as it sounds. See just how easy it can be to use storytelling and appropriate humour to your advantage, to make sure you stick out in a memorable, positive way.



Enlighten

Becoming the head of the pack isn't where your career journey ends. Once you become a leader in your industry, you can cement your status by bringing others along with you. Reap the many rewards that come with effective coaching styles and mentorship.

By the end of it all, you'll be able to...

- Make a great first impression face to face or virtually
- Build relationships and network successfully
- Hold and lead an engaging conversation
- Influence others for mutually beneficial outcomes
- Skillfully face conflict and tough situations with ease
- Motivate your colleagues and gain their loyalty





EN-TRANCE

For better or for worse, humans have a tendency to label and categorise someone as soon as they walk into a room. So how are you being labelled and categorised?

When you enter a room or virtual meeting, you're also entering someone's life. If they don't know you, how they perceive you in those first 30 seconds will dictate how they look at you for the rest of your interactions.

We'll go over how your expressions, posture, body language, gesticulations, eye contact and overall presentation impact those around you, and what kinds of messages you're feeding the crowd. There are so many important things to cover, that the **En-trance** stage of the ENGAGE model doesn't even touch the words that come out of your mouth. Instead, we're focusing on just your non-verbal signals in order to develop your executive presence both face to face and virtually.



NETWORK

It's here that we get into what you say and how you say it. Networking is a pain for so many executives, but it doesn't have to be. However, the network stage is about more than just meeting new people. Is it about how to deepen relationships with just about anyone, in a way that lasts.

On the program you will learn how to walk up and just start a conversation with a stranger, effortlessly. You will learn how to go from small talk to big talk using the unspoken structure of conversations. You will learn how to use your physiology to deepen rapport quickly. And you will discover how to wrap up conversations leaving people feeling great about your interaction.

Mastering the **Network** portion of the ENGAGE model is essential if you want to lead people. Why? Because people do more for people they like.



GUIDE



Once you've made that connection with someone, you can start to influence him or her. Many individuals are primarily concerned with this stage of the process, but it can't be taken lightly. The steps before this are vital to your success here. Create the wrong impression, network inefficiently, and your chances of being influential are slim to none.

However, once you nail the previous two steps, you'll find the **Guide** stage of the ENGAGE model is a natural progression. On the program you will practice the perfect combination of words, voice and body language to develop different styles of influence. You'll learn the questions and statements needed to gently guide people to the actions you want them to take. It's all about the art of linguistics, questioning and negotiation.

ACKNOWLEDGE



If you're going to wield the power of influence, you need to use it responsibly to become a worthy leader. If you are to become accessible to your colleagues you need to **Acknowledge** their plights and be empathetic to their problems.

You won't last as a leader if you're influencing only for your own ends and not winning hearts and minds. On the program you will learn powerful techniques to be able to stand in the shoes of others and see the world through their eyes. The more you can anticipate the problems and perspectives of others, the more effective you will be as a leader. Tolerance and empathy are the keys to winning loyalty and trust.



GLOW

The **Glow** section of the ENGAGE model focuses on skills you need when you're getting invited to more and more events, and when you need to lighten the tone of a situation.

This is where you start working to ensure you not only make a good first impression, you also leave a lasting one, by being the person everyone remembers, and everyone wants to befriend.

We'll teach you the skills you need to light up a room with riveting conversations and a winning sense of humour. On the program we will teach you the formula for telling a story which has the audience in the palm of your hand.



ENLIGHTEN

Once you know the secrets to being an *Engaging Executive*, you can help shape the talent around you, through providing balanced feedback, coaching and mentoring. You've learned the first five stages of the ENGAGE model so now it's time to stop being the "doer" and start being the leader of people.

During the program you will practice your feedback skills in real situations. You will also coach and be coached, on real life issues, in a safe and supportive environment. Practice is the only way to mastery so that you can **Enlighth** others.



Our why

"I know what you're going through. Until my early 20s, I was an incredibly shy, socially awkward young man. So I decided to embark on a 20-year quest to find out what makes people likeable and influential... and having found my own way out of the problem I realised my life purpose was to help others do the same. My unique background as a Chartered Occupational Psychologist, Executive Coach and Dating Coach has given me three unique lenses through which to view interpersonal skills, and over the past 21 years I have worked with corporates, public sector and private individuals in over 20 countries. In fact, I've coached over 1,000 executives to become more engaging and influential."

Duncan Fish,
Founder of The Engaging Executive

Feedback from Engaging Executive Program™ Participants

- ✓ "The *Engaging Executive Program* has turned around the way I think, act and see the world - with some amazing results to show for it! My environment is the same, the matters I deal with are still complex and the needs of my clients remain important. The difference is in me and how I engage." (Public Servant)
- ✓ "Most who start this course consider themselves to be in the 'good' category but it becomes reasonably apparent that your own understanding of the depth of your emotional intelligence and engagement is put under the microscope in an enlightening way and provides a better informed perspective of exactly what work you have to do on your journey to 'great'." (Lawyer)
- ✓ "You guys rock! I felt safe and supported. Some excellent learnings and challenges I actually enjoyed doing that were out of my comfort zone. I loved the individual check-ins, small group activities and the opportunity to practice skills out of my preference." (HR Specialist)
- ✓ "The use of video recorded role-playing was confronting and really peeled away any misconceptions I had about my engagement skills. The daily challenges kept me thinking about the tools and ensured they didn't just fade away after the course." (Scientist)
- ✓ "The 'meet your nemesis' exercise was so realistic and a fantastic practice for dealing with my real boss. It was the most valuable experience so far to pull everything together to get what I want and what I think is best for the organisation. THANK YOU!" (IT Manager)
- ✓ "Great opportunity to improve skills to deal with challenging situations. Having practical sessions tailored to individual needs was of particular benefit. Improved my confidence in my ability to manage a conflict that I would have previously been reluctant to engage in." (Medical Doctor)
- ✓ "I have become a better listener and use my new found coaching skills to help colleagues and friends get to the real issues that are concerning them." (Military Officer)
- ✓ "It sounds dramatic, but the program has been a trigger to offload the cynical, defeated feelings I had developed, and rediscover the idealistic, smart optimist underneath." (Engineer)

Ready to jump right into the *Engaging Executive Program™*?

This is how we do it.

First, we'll use the results of your pre-program diagnostic to identify what skills you need to reach your personal career goals. Then, you'll be immersed in six interactive one day modules every two weeks.

During the modules you'll put what you've learned into practice, with group activities and role-playing. This is supported by pre-course reading, in-the-moment feedback and video analysis.

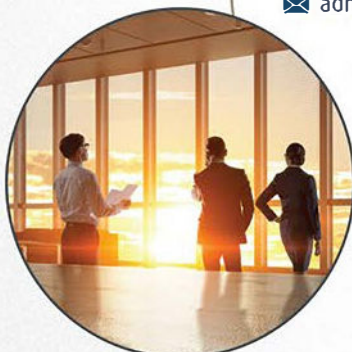
Throughout the program you can expect to be continually taken out of your comfort zone. Each day we will send you a daily challenge via our app. This will enable you to practice what you have learned in the real world whilst recording your progress.

You are guaranteed a safe learning environment as we use science, psychology and real-world experience to turn complicated human behaviours into easy-to-understand processes. More than just education, we provide transformation.



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Our Behavioural Traction System is a state of the art methodology to create an accelerated and permanent shift

