

Become a leader worth following

ENGAGING EXECUTIVE INTENSIVE™

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 engineering, 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*.

Engaging Executive Intensive™ 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:** You will be given daily challenges which enable you to practice professionally and socially, whilst recording your progress.

Why the ENGAGE Model Works



Engaging Executive Intensive™ is based on the highly effective and proven ENGAGE model, from our Amazon bestselling book of the same name.

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, inclusive 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.

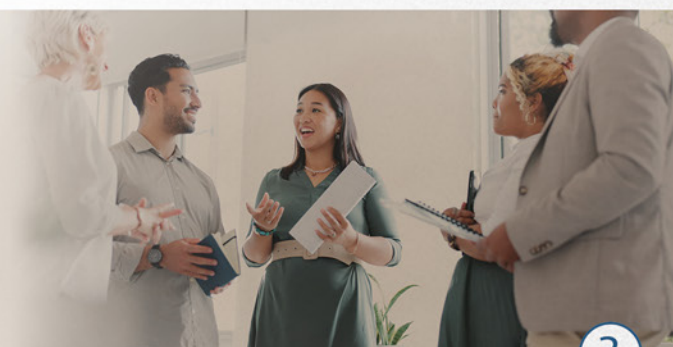


Enlighten

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 we will show you how to give feedback in real situations. You will also learn how to use non "directive" coaching to uplift and empower others. This is the only way to mastery so that you can **Enlighth** others.



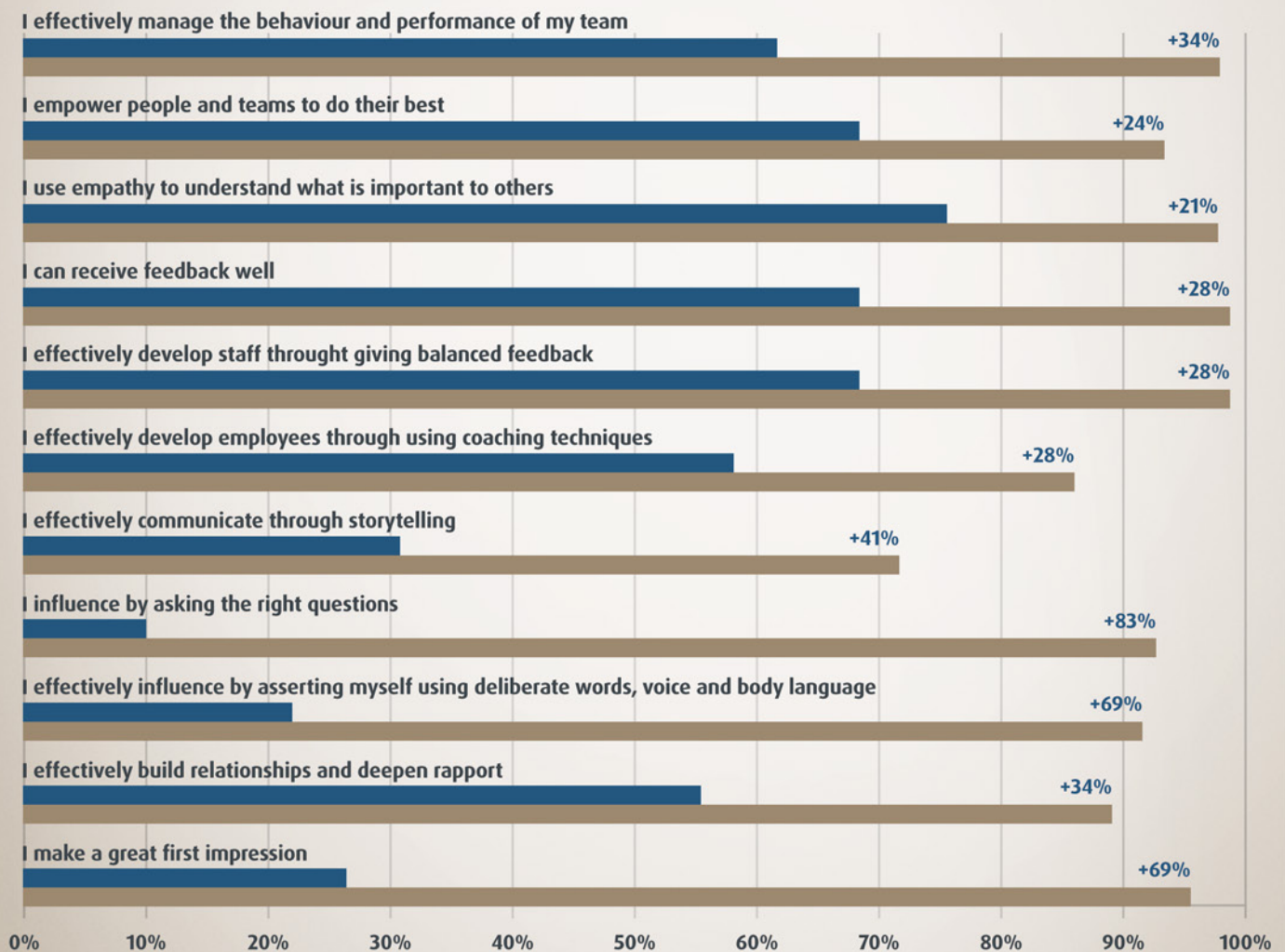
Our why

"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

Results of an Independent Review: A methodology that gets results

Would you like to see the following improvements in yourself?



● Before ● After

The above is an extract from a longitudinal study completed by a large federal government department. The results were self reports, validated by the attendees' managers, taken over a one year period.

Ready to jump right into *Engaging Executive Intensive™*?

This is how we do it.

First, you will take a pre-program diagnostic to identify what skills you need to reach your personal career goals. Then, you'll have access to six interactive video modules, with new content unlocked each week.

During the self-study modules, you'll delve into the material at your own pace. Weekly group coaching sessions will provide the support you need to review progress, be accountable, and practice techniques with your peers.

Throughout the program, you can expect to be continually taken out of your comfort zone. Each day we will ask you to complete Daily Challenges. This will enable you to practise what you have learned in the real world while recording your progress. A post-program assessment will measure your progress and achievements.

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.

For those seeking even more personalised support, there is an option to upgrade to one-to-one coaching.

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

ONBOARDING Self Assessment

- Take the ENGAGE diagnostic
- Set your goals

WEEK 1 Module 1

- En-trance & Network
- Video Training
- Daily challenges
- Group coaching session

WEEK 2 Module 2

- Guide Part 1
- Video Training
- Daily challenges
- Group coaching session

WEEK 3 Module 3

- Guide Part 2
- Video Training
- Daily challenges
- Group coaching session

WEEK 4 Module 4

- Acknowledge
- Video Training
- Daily challenges
- Group coaching session

WEEK 5 Module 5

- Glow
- Video Training
- Daily challenges
- Group coaching session

WEEK 6 Module 6

- Enlighten
- Video Training
- Daily challenges
- Group coaching session

REVIEW Self Assessment

- Retake ENGAGE diagnostic
- Review your progress
- Plan for your future

