

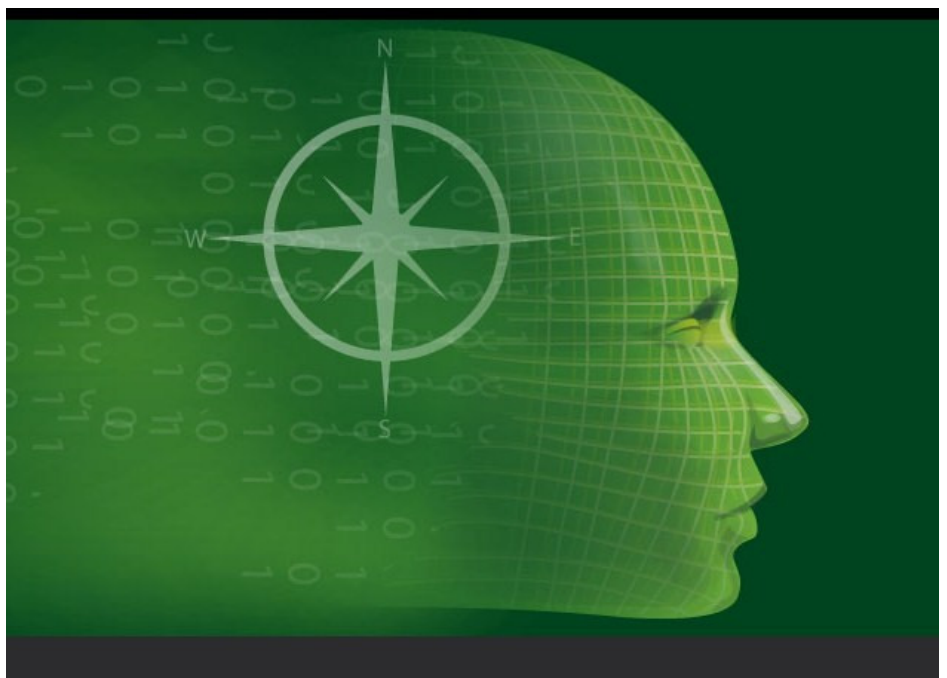
Conference Pack

Interactive keynotes

- True Colours
- Theatre Forum
- Whole Brain Thinking

Keynotes

- Reading People
- Adaptive Mindset
- Linking Logical and Emotional Intelligence



True Colours Group Pty

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Tanya Harris



Director of Training Services Asia Pacific : True Colours Group Pty Ltd

Tanya heads the True Colours Group Corporate Division in Asia Pacific and global corporate sales, she is on the Board of Directors which is governed from the US.

True Colours is a worldwide corporate training and development company, with over 7,000 certified trainers and 1,000's of customers, ranging from Google, AT & T, Disney and Government agencies.

Tanya has been developing and customising behaviour change programs for True Colours and corporate business over the past 12 years. Tanya brings a wealth of Performance Psychology, Cognitive Science & Human Skills knowledge and qualifications including understanding people, rational emotional techniques and business philosophy. Combining education and business experience has allowed her to design power programs for companies in the area of Leadership, Teambuilding, Sales and Communications that are used around the world.

Tanya designed the award winning '6 week GOLD Challenge' a program that has had phenomenal success with teams, posting outstanding results lifting employee engagement by 98%. She is the pioneer in linking corporate training to fundraising, supporting companies corporate social responsibility commitments in apprentice style training programs. Customers include some of the most respected companies from around the world from government agencies, major insurances companies to health care such as Marriott Group, Westpac Banking Corporation and New South Wales and Queensland Health.

A member of the Australian Oncology Children Foundation, Tanya is an active committee member helping to raise both awareness and funds for the foundation's cause.

Outside work, Tanya enjoys hiking, skiing, cooking and reading.

Tanya Harris

True Colours, Let your True Colours shine through

True Colours can support your conference and professional development days, in a number of formats:

1. Opening of a conference, to set the tone and mindset for the remaining days
2. Final session, to finish on a high
3. Break out sessions to teach specific business skills ranging from communication, teambuilding, leadership and sales skills

Conference delegates experience a 45 to 90 minute True Colours rapid learning session that will assist individuals to better understand themselves, others and value and appreciate differences. The content can be applied to many business situations including:

1. Improving communications and relationships
2. Enhancing individuals ability to adapt to change
3. Improving interactions with customers to increase satisfaction levels and sales
4. Enhancing team and leadership skills

Theatre Forum

Introducing our actors takes True Colours to a new level, highly entertaining the audience will be in stitches laughing at the scenes of miscommunication. Improvisation allows the audience to become involved by setting the scene based on real issues that an individual or company may be facing.

Whole Brain Thinking, achieving maximum success and reducing stress

True Colours identifies four thinking preferences that influence your communication, decision making, problem solving and management styles. Understanding your preferences gives you a new perspective of yourself and others you interact with every day.

The Whole Brain Thinking keynote will help you identify your thinking styles and explain how whole brain thinking can boost your competitive edge. We also provide you with insight into personal development areas that when mastered will increase your performance and sales results.

Reading People, understand the true intention behind behaviours

To understand how people perceive us and our communication we need to be aware of the individual's emotional reactions. This is essential to developing rapport and being able to build a relationship by forming a richer and more detailed understanding of each other.

Reading People is about the subtle micro expressions which allow us to peer behind the mask of people's true intentions. This keynote is full of insight information which will intrigue the audience and provides a fascinating insight into a world that is often hidden to us.

Adaptive Mindset, building resilience in the workplace

Why are some companies better able to gain a leadership position, while others struggle adapting to change? Companies like Google, News Corp, McDonalds, Coca Cola and Apple are able to consistently maintain or gain their leadership position, by developing a culture that is better able to respond to the changing demands of their customers, while fending off their competitors in the process.

Was it just circumstance or planning which has seen Apple's share price go from \$7.00 to over \$250.00 a share in less than ten years, while competitors remained fixed in trying to dictate what their customer's should buy? We know it wasn't luck, but an understanding that to earn a leadership position, you must constantly seek to improve the quality of your thinking, service and products in order to meet the ever changing demands customers dictates.

At True Colours we call this 'An Adaptive Mindset'. This keynote will challenge your people to become more receptive to change.

Linking Logical and Emotional Intelligence, overcoming barriers that hold us back

"How we develop into who we become", has been fiercely debated over the past 150 years. Is it nature, or is it nurture, or a mix of the two that defines our character?

Possibly a better questions is "How can we improve who we become?" because this question allows us to explore beyond our emotional and intellectual limitations and the boundaries that currently hold us back.

Linking logical and emotional intelligence introduces a learning platform to move people beyond their comfort zone by heightening their level of self awareness, allowing them greater choice of action in how they respond to everyday events and pressures of life.

Investment

\$4000.00

Plus materials

Excludes GST and travel

Theatre Forum (2 actors and speaker)

\$6000.00

Plus materials

Excludes GST and travel



Testimonials

Company: **Total Financial Solutions**

Audience: 60 Financial Advisors

Score: 4.9/5.0

“Tanya Harris presented True Colours for our sales division, we were so impressed with the content that we booked True Colours for our annual Conference in Fiji 2010. With an impressive line up of keynote speakers, Tanya scored higher in all categories than anyone else. The results were outstanding and the content of the session allowed our advisors to use the materials back in the workplace, resulting in an increase in sales by understanding and connecting with their clients values and needs.”

Company: **Ronald McDonald House**

Audience: 200 staff and volunteers

Score: 4.8/5.0

“RMH enlisted True Colours to run a communications workshop at head office, the training was powerful and had an immediate impact on our work environment by improving our communication skills and reducing misunderstandings. We decided to use True Colours again at our national conference in Hobart with 200 attendees. In just 90 minutes people had a deeper understanding of what makes them and others tick, as well as what ticks them off, amazingly fast, accurate and straightforward tool”

Company: **Insight Ltd**

Audience: 156 IT Sales Professionals

Score: 4.8/5.0

“Our company uses True Colours for communications and team building, we then introduced the concept to our sales team at our national APAC Conference. We opened the conference with True Colours so that the message was carried throughout the two days. True Colours provides people with a crystal clear platform on why people do what they do, ideal for sales professionals whose task is to understand the values and drivers of their clients”

Company: **Burns Philp**

Audience: 95 Managers

Score: 4.8/5.0

“True Colours immediately grabs the attention of the audience, by personally connecting through high levels of interaction. As the keynote unfolds, people actually experience the true meaning behind empowering communications. The energy in the room lifts as everyone becomes involved. I would highly recommend True Colours for its universal message, particularly useful for sales professionals and leaders who will benefit from the content way after the conference. True Colours is certainly a different take on traditional keynote presentations”



Government Departments

Greater Western Area Health
North Shore Hospital
Orange Hospital
Queensland Health
Queensland Police
Queensland Transport
NSW Health
NSW Office of State Revenue

International Government Departments

Bureau of Prisons
FDA
Maxwell AFB, Alabama
US Air Force
US Coast Guard
US Courts
US Dept of Labor
US Postal Service
USAF – Mildenhall AFB, UK
Interior Health Authority
Biotech Research
LA County Healthcare Workforce

What other say...

“I have found True Colours to be an inspirational course for increasing personal self awareness. It has also opened the door to a deeper understanding and awareness of what makes other people I interact with tick, including their: behaviour traits, drivers, stressors and needs and what will maximise my optimum life and work relationships with others. True Colours gives you a toolbox that increases your theory, skills and knowledge of Colours to utilise in your interactions in the fields of leadership, management, team building, learning and quality communication.” **Ann Douglas, Queensland Health.**

“A great tool for helping people understand each other, it builds a tolerance towards diversity and this has a massive impact on communications and dynamics. We found that by implementing this philosophy conflict and stress has dramatically reduced”. **NSW Health (contacts available upon request)**

“True Colours is a fun way to learn about the different personalities of people that we work with, easy to remember, entertaining, yet insightful. It helps you to understand what motivates people to do what they do.” **Christine Yu, Department of Health and Human Services.**

“I have used True Colours in the past three companies I have worked for and although the products, services, goals and values of each are different, the True Colours message has been equally beneficial and meaningful in each. True Colours allows people to identify and celebrate their personal strengths and understand why they, and their co-workers function the way they do. It takes people away from feelings as if they are put into a box.” **Molly Hill, Consumer Group, Washington Mutual**



True Colours

Booking Enquiry Form

Name:

Company Name:

Event/theme:

Keynote subject:

Date(s) of conference:

Location:

Audience type:

Audience size:

Key messages/objectives:

Email address:

Telephone number:

Fax form to 02 9949 9443 or email info@truecoloursgroup.com