



April 2004 Volume 52

COACHING FOR RESULTS

The Passion

After seeing the Mel Gibson's film this last month, the following email was sent to me:

TEN THINGS GOD WON'T ASK

- 1...God won't ask what kind of car you drove; He'll ask how many people you drove who didn't have transportation.
- 2...God won't ask the square footage of your house; He'll ask how many people you welcomed into your home.
- 3...God won't ask about the clothes you had in your closet; He'll ask how many you helped to clothe.
- 4...God won't ask what your highest salary was; He'll ask if you compromised your character to obtain it.
- 5...God won't ask what your job title was; He'll ask if you performed your job to the best of your ability.
- 6...God won't ask how many friends you had; He'll ask how many people to whom you were a friend.
- 7...God won't ask in what neighborhood you lived; He'll ask how you treated your neighbors.
- 8...God won't ask about the color of your skin; He'll ask about the content of your character.
- 9...God won't ask why it took you so long to seek Salvation; He'll lovingly take you to your mansion in heaven, and not to the gates of Hell.
- 10...God won't ask how many people you forwarded this to; He'll ask if you were ashamed to pass it on to your friends.

If you haven't seen the film I would encourage you to do so.

FORTHCOMING EVENT

Breakthrough for Life

Workshops and Expo

Wednesday, 5 May 2004

Crown Promenade Hotel
Melbourne, Australia

We've gathered together on one amazing day, in one amazing place, an array of businesses who make a difference and do things BETTER.

Breakthrough for Life is a MUST experience for business owners who feel weighed down by the responsibilities of their business. It's a must for those of you who fail to take time out, who find it difficult to remember when you last read a book, went fishing, danced a tango, or had a great night out with your partner – because you have been working so hard .

Who Should Attend?

All Business Owners



Here's a Workshop that MUST NOT be missed. Dr Cynthia Davis' presentations have been described by high profile business people who are not easily impressed as *"extraordinary, gobsmacking, a fantastic success, memorable, gripping...."*

Dr Davis completely engages her audiences, as she shares with them her vast knowledge of how to combine intelligences to achieve optimal performance and wellbeing.

Dr Davis is a Clinical and Corporate Psychologist and Emotional Intelligence (EQ) Business Coach. As Facilitator of her business, *Mindwise*, she offers highly practical and effective approaches to the transformation of corporations, groups, families and individuals.

While she possesses an astonishing array of qualifications, Dr Davis doesn't live in an "Ivory Tower". She really connects with her audiences, offering innovative strategies that foster leadership and personal growth, and facilitating astounding changes for the good that have made her clients' businesses more productive.

Dr Cynthia Davis' Workshops will explore with participants

- How to get more from life:
 - more clarity about how to keep growing

- more of a sense that you are making a difference, and that what you do is meaningful
 - more ideas about your strengths
 - more energy
 - more balance without sacrificing achievement goals
 - more enrichment in your relationships – more love – more happiness.
- Understanding the four main intelligences: IQ (Cognitive); EQ (Emotional); SQ (Spiritual) and CQ (Creative)
 - How to assess Emotional and Spiritual intelligences
 - How to leverage strengths in each intelligence areas to maximise performance levels in your business
 - Skills training : the basics to get you started.



Giving Your Way To Riches Jack Tolj has an amazing proposition for business people. You won't find it in any Business Manual. You can't factor it in to your Business Plan.

But it will revolutionise your business.

It's this : GIVERS GAIN MORE !!!

If you're thinking "I doubt it...", you're not alone. Jack is in business with 3 of his sons. They're Property Developers, who've been in the business for many years. Until they saw their business take a sudden and huge step ahead as a result of Jack's determination to use Giving as a tool in the workplace, they were convinced their father was insane. But the startling growth of their bottom line has them shaking their heads.

It works! And Jack will show you how.

Jack Tolj began his working life in the Australian Air Force. He became a Pilot, and gained qualifications in Science and Management. After leaving the services, he built a successful business career, showing entrepreneurial and leadership qualities as Director, Managing Director and Consultant in high-profile businesses.

Here's an opportunity to learn strategies that will GROW YOUR BUSINESS from Jack Tolj, an experienced speaker with a passion for helping businesses grow.

In Jack's Workshops you'll discover :

- How giving can give you an edge in YOUR business
- How to give your way to riches
- Why giving is important to grow your business
- The essence of giving to create change in your workplace.

You'll work on real-life examples that will stretch your imagination, and reveal new ways to take your business to greater prosperity.



John Lockwood is a dynamic presenter and business coach who gives generously to his audiences.

As well as leading his own training organisation *Coaching for Results Limited*, John is a regular Keynote Speaker at Conferences attended by leaders and team members of small, medium and large businesses.

He has the perfect background to challenge and inspire business leaders.

He began his business career as a junior employee of Blackburn & Lockwood Real Estate at the age of just 25. He started at the bottom of the ladder and, after years of effort, became Managing Director. Under his leadership Blackburn & Lockwood was franchised, initially with 12 franchises. After only 5 years there were 42 franchises.

In 1992 John sold his interests in Blackburn & Lockwood and set up *Coaching for Results*.

Again he has demonstrated leadership ability and a “*Can Do!*” attitude that inspire his audiences. In a competitive marketplace, he has coached leaders in many industries, including companies like Amcor, Telstra, Challenge Group (NZ), Toyota, Toyota, Freedom Furniture, Kodak, Nissan, Lend Lease, CGU, Optus, PDF Foods, Logical Solutions, Siddons Raypak – and many lesser-known businesses.

In John Lockwood’s Workshops you will participate in learning :

- How to find Purpose for your life and your business
- How to create a Vision of the future for you and your business
- Creating an Action Plan that fosters success for your business
- How to implement and stick to your Action Plan.

To ensure you achieve your goals, you will be challenged to report back to John after 2 months.



Talk the Talk, Walk the Walk, Do the Lot
(How to Achieve Your Dreams by taking control of your life and your time)

Talk about learning from the Master !

John Sikkema doesn't just talk the talk. He's doing it all!

John is the founder of Garrisons Pty. Ltd., the national financial services group, and its wholly-owned subsidiary Synergy Capital Management Ltd. These days, Garrisons has more than 80 franchised offices and 180 financial planners throughout Australia. When John sold Garrisons to the Challenger Group in 1999, the company had approximately \$3 billion in funds under advice.

Despite this significant financial success, John's greatest sense of pride has come from the culture and values present in Garrisons. Clients frequently say that is the key reason they choose to use the firm's services.

John's focus is on adding value to people; moving square pegs out of round holes, offering new challenges, and taking a wholistic interest in every person working with the firm. That's why excellent staff choose to stay there.

Though he was immediately invited back as Executive Chairman upon the sale of Garrisons, John now leads an exciting, varied and full life. He says he still regularly takes time out for “integrity checks”, to make sure all his activities are in line with his long-term vision.

As well as focussing more than ever on his family and the community, John now shares his time and skills with a number of Australian and overseas charities.

In his Workshops, you will work with John to learn :

- How to achieve incredible results and performance
- The importance of never letting go of your dreams
- How to develop the courage to back your own judgment
- How to create the team that will deliver your dream
- How to juggle your time to achieve a balanced life (and why time management is a waste of time)
- The benefits of becoming a “servant leader”
- How your bottom line benefits from a culture of integrity and quality.

You'll take away strategies to use your own creativity to turn problems into Win Win outcomes and achieve your full potential.



If you've ever thought “Accountants.... boring” **Peter Fitzgerald** is the Accountant to change your mind for ever!

As a Keynote Speaker and Workshop Presenter, Peter approaches the lectern ... well, just like an Accountant. **And then he speaks!** From that moment, his audience is captivated.

Peter Fitzgerald has a rare ability to put his finger on the challenges and opportunities business owners in all sorts of industries can identify with, and to present solutions in an encouraging way that every business owner can apply.

After building his own practice from scratch, and observing the patterns of his diverse clients' successes and failures over a career spanning 27 years, Peter has developed *easy to follow* strategies that have completely transformed many businesses. He shows business owners how to be debt-free, to free themselves from the “bondage” their businesses have become and reclaim their lives!

So that his audience can see how his strategies really work, Peter uses Case Studies of business owners who have turned their businesses and lives around (and a few who have NOT!).

Peter says that if his 13 years old son can build the seeds of a business career using the principles he shares in his Workshops, you can do it too!

In Peter Fitzgerald's Workshops you will learn :

- What works for Australian businesses and business owners – and what doesn't!
- The benefits of a debt-free lifestyle – and how to get it!
- How to manage a business ... even if you don't like managing
- What you need to know about the Australian financial system and business environment
- How to prosper in an economic recession
- How to get a clear picture of your business future.



Wannabe a Grasshopper or a Giant ?

Dr Robert McQuillan has been described as a *Professional Encourager*. “A what ?”, you may ask. Robert applies his vast knowledge and experience of business and people, coupled with a generous dash of “Irish knowing”, to remind business leaders from the big to the small ends of town, as well as ordinary folk, of their unlimited capabilities.

He says that he started out as “the boy least likely to succeed”, having been a lonely Irish kid with small dreams who initially left school at just 13 years of age.

From that inauspicious beginning, Robert McQuillan forged a successful business career working in stressful and challenging management roles with multinational corporations Brother, Charlicks and Singer, gained a LhD (which is a Doctor of Humane Letters), is listed in the prestigious USA publication *Marquis*

Who's Who in the World, has been editor, publisher and writer in a number of international 'lifestyle' publications, and is a popular speaker at conferences, seminars and on radio. For some years he has been a fully registered Clinical Member of the Australian Counselling Association. Underpinning all his achievements has been a happy marriage of 43 years to Maureen, a highly creative interior decorator/designer.

In Robert McQuillan's workshops you'll be encouraged by real-life stories of amazing success; stories of everyday people, and stories of the likes of Abraham Lincoln, the backwoods boy with no education, and Rudi Guiliani, the Mayor who led New York through the traumatic times surrounding September 11.

Robert McQuillan will lead you through a "Treasure Island" map of where you are, what you want from life, and how to get there. You'll be amazed to find yourself sharing Dr McQuillan's absolute belief that you can find a solution for any problem facing you.

You'll discover :

- How to see yourself as a Giant, not a Grasshopper
- How to push yourself further – even when you think you can't
- 10 ways to avoid falling over when things are tough
- Strategies to encourage yourself
- How to change problems into opportunities.

Booking Details for this MUST SEE Event

Wednesday, 5 May 2004 at the Crown Promenade Hotel, Melbourne

Registration and Payment:

One workshop	AUD\$249.00
Two workshops	AUD\$319.00
Three workshops	AUD\$319.00
Full day	AUD\$349.00
General admission tickets to visit the Expo	AUD\$20.00 each

Register on-line at www.breakthroughforlife.com.au

RSVP: By Wednesday 21 April 2004

This year "EXPECT THE UNEXPECTED"

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