



### Program Overview

This program equips participants with the self-awareness, the tools and the capability to materially enhance advisory relationships with internal and / or external clients. Structured over five 2 hour workshops, participants build their knowledge and experience in:

- Perspectives and dynamics of trust
- Earning and building trust
- Providing advice that is compelling
- Using compelling engagement techniques
- Mastering and continually improving advisory relationships

### Outcomes

This program will help participants:

- Gain a greater sensitivity to their dynamics of trust enhancement
- Self-awareness of one's own preferred advisory style
- Increased confidence in the ability to use different approaches to development of the advisory relationship
- The ability to turn ordinary advisory relationships into highly valued and enduring relationships

### Building Upon Strengths Through Coaching

Coaching is a powerful methodology to increase self insight, facilitate learning and clarify ideas in order to build relationships with others.

This program offers the option of one-on-one coaching, results focused coaching sessions to enable the participants to achieve their personal goals and objectives in attending the program.

### Participant Profile

These workshops are for leaders, managers, salespeople, advisers, bankers, internal support teams, high-stakes communicators.

	<b>Length</b> Five 2 hour workshops 10 hours in total	<b>Group size</b> 5 - 50+	<b>Room</b> Optional Board, cafe	<b>Includes</b> Pre reading Post reading

**Channel Development: Accelerating People & Performance.**

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