

2014

"A must for those who are committed to understanding the motivators of the people they lead."

PASSIONATE PERFORMANCE

Post Program Results

with Keith Abraham



"We are confident this Program will lead us to stronger business outcomes."



passionatepeople.com

Companies who have benefited from the Program

FOLLOWING ARE COMPANIES WHO HAVE
BENEFITED FROM THE PASSIONATE PERFORMANCE
PROGRAM IN THE PAST TWO YEARS.





Australia



New Zealand



Asia Pacific



Australia



Asia



Australia



UK



UK



Australia



Business leaders who have invested in the Passionate People Program





THE REAL VALUE and impact of the Passionate People Program on our people was that it really gave the team a chance to step outside of the daily grind of corporate life and ask more questions about 'the bigger why'. They enjoyed the fact that we had invested some time and resources into helping them, not just sell more, but in helping them discover their passions in life. From my perspective, the one key message our people took away from this Program was to give yourself time to look at what's important to you, write it down and share it. This Program was practical, easy to comprehend and with some genuine actions to help you discover and achieve the things you are passionate about.

Paul Rogers

*General Manager, Consumer Imaging
FUJIFILM Australia Pty Ltd*

ON BEHALF OF everyone here at PPO, I would like to thank you for delivering the excellent Passionate People Program. The feedback from your session has been brilliant—overwhelming positive, with team members saying it had opened them up to a whole new way of approaching planning and goal setting. Several reported it had significantly broadened their horizons and helped them better align personal and professional goals. It was also a useful team building exercise, with everyone feeling quite energised at sharing their goals with the rest of the team. We are confident this Program will lead us to stronger business outcomes, as well as assisting in the professional development of our staff.

Ian Andrew

General Manager, Personalised Plates Queensland

THE REAL VALUE and impact of the Passionate People Program on our people was that staff took the time to spend on themselves and created personal and business goals and got into action. The key message our people took away was the value of spending time to think about what you want to do, be passionate about what you are doing or change it and get into action. A must do Program. One that should be part of a school curriculum for all children.

Pina Sciarone

Head of Retail, Adviser Services AIA Australia Limited

THE IMPACT OF the Program on our people was that it demonstrated that we are prepared to invest time and resources into understanding what is personally important to them. It also complimented the coaching framework of our people leaders, by providing a deeper framework and knowledge of personal goal setting. From my perspective, the one key message our people took away from this Program was once the why is understood the how becomes easy. This Program is a must for those who are committed to understanding the motivators of the people they lead. Of high personal relevance in understanding our own motivators.

Paul Fog

General Manager NAB Financial Planning

OUR BUSINESS' RAPID growth meant that we found a gap in our traditional learning programs where many managers had developed the technical skills they needed to do their job well but lacked the direction and ambition to be doing it for the right personal reasons. In other words many people were efficient workers but not effective in their personal lives and this translated to their work as well. This Program helped give people some balance in their lives where they needed it, some purpose where it was required and the ability to differentiate the important things to do from those things that seemed important to tackle but perhaps were not. All of this teamed with practical planning tools and focused business coaching has helped us as an organisation get people working in the right way and get some 'passion' back in to their lives.

Matt Coogan

Sandvik Mining, Market Area Asia Pacific

"... THE ONE KEY MESSAGE OUR PEOPLE TOOK AWAY FROM THIS PROGRAM WAS ONCE THE WHY IS UNDERSTOOD THE HOW BECOMES EASY."



What do people who have attended the Program think?

"REFRESHED ME & REMINDED ME TO LIVE
AUTHENTICALLY WITH PURPOSE INSTEAD OF JUST
EXISTING."—JO HUSTON



“

All of the learning from today is immediately transferable across to my work life.

Mike Hirst

Great speaker and great examples—real life experiences.

Merv Rowe

To be passionate about what I do and set goals on a daily basis.

Ming Hong

It helped me move forward and progress with my career and personal goals.

Maria Toplykh

Great time for self-reflection to help me develop my professional goals and direction.

Being reminded of the fact that we have control over our own destiny.

Carlan Crozier

Understanding what makes me happy and what I want to achieve in my career. Changing your mindset can change your outlook on your job and life.

Emma Smith

A different approach to personal development and a good chance to take a step back and re-assess my goals.

Morgan Jarvis

Got some good pointers for achieving goals and making the most of opportunities.

Morgan Frisby

Made me realise what is important to me.

Mellisa Gill

Changing things in my personal life will flow through to my business role positively.

Kate King

More clarity around what I want to do and how to start working towards it.

Finding direction—I'm more motivated to step up and be the best that I can be, and reach higher.

Amber McKnight

The Program has given me the tools to progress in my role.

Alex Munkowits

”

BY STARTING TO ACHIEVE MY GOALS I WILL BE MORE ENERGISED BOTH IN AND OUT OF WORK.

”



In real terms, what does this Program achieve for companies like yours?

AS YOU CAN APPRECIATE EVERY BUSINESS IS DIFFERENT AND EACH BUSINESS HAS DIFFERENT REASONS TO CONDUCT THE PROGRAM. HERE ARE SOME OF COMMON REASONS ...

- Re-energise their workforce.
- Improve staff engagement.
- Reward their people with a personal growth tool that is a reward for past success.
- To refocus their people after massive change or a company restructure has occurred.
- As the core of program conducted prior for any sales, service, business growth and teamwork training programs.
- Enhance the connection of the company's goals to the individuals goals.



Key measures: staff engagement

ONE OF THE KEY MEASURES WHERE THE PASSIONATE PERFORMANCE PROGRAM DOES HAVE GREAT IMPACT IS ON STAFF ENGAGEMENT SCORES.

Each organisation doesn't always publicly publish their scores, however, what we have found in each occasion with an company is that Staff Engagement has increased.

- For businesses who already had a high degree of Staff Engagement, the average increase is from 5%–7%.
- For other businesses the increase has been as high as 23%.
- All companies experienced Staff Engagement scores above the global trend of 58% and many companies experienced trends above the global leaders of Latin America with 71% in the 2012 Trends in Global Employee Engagement report from Aon Hewitt.

This increase can be contributed to the individual gaining a great sense that senior management genuinely care about the person, not just the employee through the opportunity to attend a program of this nature.

In part, the Passionate Performance Program has been part of a blended approach used by the company to improve their engagement levels.

APPRECIATION: HOW MUCH PEOPLE APPRECIATED THE OPPORTUNITY TO ATTEND THE WORKSHOP

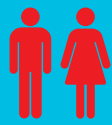
This Program consistently gains an average score of 8.5 out of 10 from the participants who attend. Regardless of the industry, role or country.

To date, the content has been delivered in Australia, New Zealand, UK, USA, Middle East and Asia which include people attending from 14 different markets in Asia.

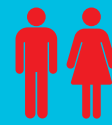


Global goals set and achieved in the last 12 months:

— THROUGH THE PASSIONATE PERFORMANCE PROGRAM —



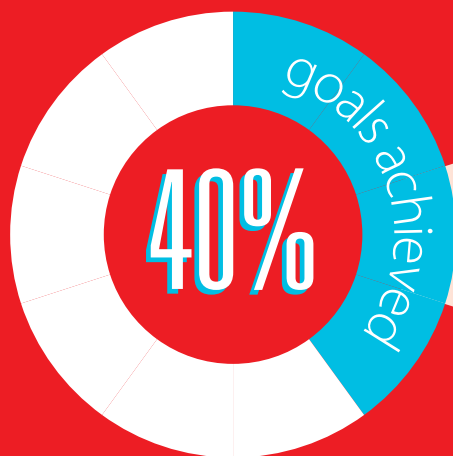
6,550 PEOPLE SET:



412,650 GOALS

HISTORY SHOWS

what we know from past programs ...



ON AVERAGE, A PERSON WILL ACHIEVE 40% OF THEIR LIFETIME GOALS IN JUST OVER 3 YEARS



Our Manifesto: why, what, who & how

WHY

Our why is simple—to **assist people to find their WHY**. We believe what your life, business and the world needs now is *more* passionate people. People who are doing what matters, what's important, what's meaningful and what makes a difference. We know that if you can lead yourself passionately, you become one of those unique people, who not only changes and shapes your world, but the world of all of those you connect with each day ... family, customers, colleagues and your community.

WHAT

WHAT we do is also simple—we move people and businesses from where they are now to **where they truly want to be!**

WHO

We work for 2 groups ... companies and their people. For the company, **we act as a catalyst to create** engaged, enthused and energised people for their business. For the individual, we facilitate a process where they can define, design and decide what is important, what matters, what's meaningful and what makes a difference in their life.

HOW

We have created a world class Program that is a combination of a face to face, highly interactive, insightful and inspirational workshop. Which is then supported by a 365 Day Reinforcement Program of online content, goal focusing tools and personal momentum resources.

LET'S CONTINUE THE CONVERSATION ...

I welcome your questions, comments, success stories and feedback. Email Keith at ka@keithabraham.com.au.





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