michelle sales



CONNECTED LEADERSHIP

Developing leaders that build deep trust and connection increasing their capacity for innovation, empowerment, engagement and ultimately leadership performance

DEEPEN TRUST, CONNECTION AND ENGAGEMENT

The latest research shows highquality connections, authentic leadership, and meaning and purpose from leaders, drive new levels of discretionary effort, creativity, confidence, engagement and performance.



We work with leaders and organisations to develop and humanise leadership. To enable them to uncover, analyse and strengthen the unique characteristics that allow them to lead with authenticity and purpose, to inspire others and create exceptional value.

Our Connected Leadership Program ensures leaders understand who they are at their best, what energises them and how to leverage this as they exercise leadership.

This ultimately improves empowerment, engagement and leads to better business performance and people outcomes.

The strategic objectives of the program are:

- To strengthen the foundations of connection, engagement, and empowerment within your organisation;
- To elevate the capability of your leaders to be able to execute on your strategy and lift and sustain performance outcomes;
- To build the capacity of your leaders to share, collaborate and build trust more effectively;
- To connect your leaders to your organisation's values, meaning and purpose and enable them to be role modelled; and
- To build an ecosystem of peer-to-peer learning and coaching.



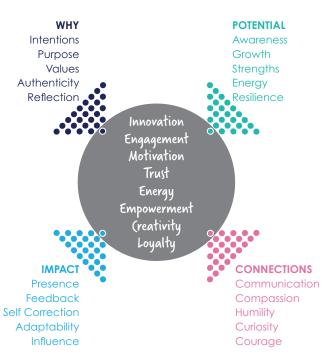
Built to align with organisations' strategy, purpose and values the program is designed to be experiential in nature. It provides leaders the opportunity and environment to experiment with their impact whilst effectively leading change and increasing collaboration, innovation, motivation and trust.

The following modules are intended to build knowledge and leadership skills upon each other in a progressive and cumulative way. With a focus on:

UNLEASHING human potential for high performance;

ELEVATING the capacity of leaders and their teams to thrive; and

EMBRACING the whole self and the collective head and heart, to drive results.



OUR WHY – Connecting to our meaning and purpose

Helping leaders to develop the knowledge, skills and mindset to foster a deeper sense of purpose and create more meaning for themselves and their teams.

OUR POTENTIAL – Elevating our capacity to thrive

Building self-awareness and unleashing potential through strengths, the practice of growth mindset and the development of strategies to sustain wellbeing and leadership.

OUR CHANGE – Leading change, accountability and outcomes through people

Learning both the technical and psychological impacts of change and how the brain responds to these; leaders are able to design and put in place the building blocks of change for better outcomes.

OUR IMPACT – Maximising organisational performance

Developing and nurturing leaders' capacity to make progress with their improvement goals, overcoming limiting assumptions and using the power of leadership feedback.

OUR COMMUNICATION – Communicating with impact

Finding and constructing leadership stories that can be utilised to enhance connection, engagement and leadership impact across the organisation and beyond.

OUR CONNECTIONS – Cultivating trust, engagement & collaboration

Exercising leadership in a way that builds strong connections, cultivates trust, boosts collaboration and engagement which ultimately lifts performance.

OUR LEADERSHIP – Sharing our leadership stories

Coming together to share leaders' learnings & growth and making commitments through their leadership story, this module celebrates their success and the leadership development they experienced throughout the program.

YOUR FACILITATORS

Michelle Sales

Michelle has the ability to facilitate outcomes well beyond what leaders and executive teams ever imagined was possible.

With a passion for leadership, Michelle brings authenticity and warmth as much as a hard-hitting capacity to hold people to account.

She has helped thousands of leaders and their teams learn to show up as the best version of themselves, to build confidence and maximise their leadership performance and impact.



Angela Middleton

Angela's empathic, thoughtful and engaging style enables participants to be vulnerable and push themselves out of their comfort zone.

She has coached and mentored many people throughout her career with her most rewarding work helping individuals one on one to build their strengths and improve their confidence.

Angela knows how to get the best out of people to ultimately deliver great personal and business results.



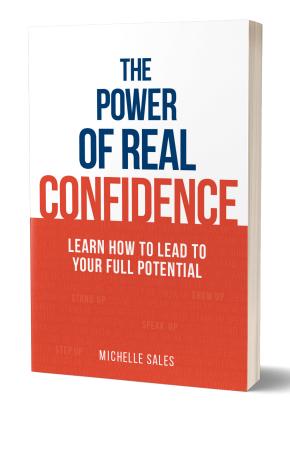
'DARE has given me the opportunity to better understand my strengths and also what has been holding me back with my leadership. I now find myself observing when I would naturally put up blockers, and challenge myself to lead through this, or take a different approach.' DARE Cohort 2 Participant - PEXA

'It is the best leadership program I have ever done. The more honest and vulnerable you are with your syndicate group early, the more you will get out of it.' ELEVATE Cohort 1 Participant - TelstraSuper

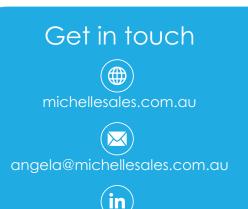
'Elevate is a leadership & personal development program like no other. You'll learn & laugh, you will be challenged and you might shed a tear, but above all else you will grow as a person and a leader. Take an open mind and all the challenges you face and the learnings you take from them will stay with you and make you better.'

ELEVATE Cohort 2 Participant - TelstraSuper

'A journey that allows deeper connection and understanding of your peers and how we can all work better together to assist our people, self and organisation through change.' ELEVATE Cohort 1 Participant - TelstraSuper







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