

# Coaching is a Conversation

Presented by Trinidad Hunt

## PROGRAM OVERVIEW

Leaders achieve results through others. Yet improving employee performance is one of the most challenging tasks we face! Research reveals that people are not motivated when they are told what to do. People are motivated when they have a personal 'Aha', insight, or discovery of their own. But how do we help people discover their answers for themselves. Further, how do we inspire the individuals on our team to achieve results and stretch?

## PROGRAM DETAILS

In this powerful one-day experience you will discover the secrets of how the brain works to create new habits and what moves people to action. You will learn a practical 5-step process that unleashes energy and moves people to higher levels of personal and professional performance.

Some of the specific takeaways from the day include:

- The 'Archimedes Effect' and how to inspire it
- Some of the latest research on:
  - Neuro-plasticity, cognition and the prefrontal cortex
  - Retrain the brain for higher levels of success
  - Laying new neural pathways
  - The psychology of helping others achieve
- How discovery and choice alters results
- Inspiring 'stretch'
- Help people think through their barriers to achieve success
- The use of questions to galvanize energy
- The five step coaching process

## ABOUT THE PRESENTER

**D. Trinidad Hunt**, an international author, consultant and keynote speaker has over 30 years of experience in the area of program development and curriculum writing. As cofounder of the Élan Enterprises LLC, Trinidad developed and delivered organizational training programs for business leaders nationally and internationally for such companies as Pepsi Cola, Frito Lay, Sprint and The Royal Banks.

Trinidad has hosted her own radio talk show out of the East Coast in the United States speaking to leaders in the top Fortune 500 corporations across the nation on her IQ-EQ-SQ model and how it affects Leadership in the 21st Century.

Two of her books *Learning to Learn: Maximising Your Performance Potential* and *Operator's Manual for Planet Earth - An Adventure For the Soul* have been translated into 5 languages with *Learning To Learn* receiving an international award in America. Trinidad has recently released *Wisdom's Way – the Art of a True Leader*, and *The Roadmap to Success* which she co-authored with Stephen Covey and Ken Blanchard. *Bootstrap Business* is the title of Trinidad's soon to be released book co-authored with Jack Canfield, John Christensen and Tom Hopkins.

**Dates** Friday 14 May 2010

9.30am - 4.00pm

**Venue**

CSE  
Mercer House  
82 Jolimont Street  
East Melbourne VIC 3002  
*Melways Ref: 2G B6*

**Cost**

\$297 (inc GST)  
Cost includes program materials, morning/afternoon tea, and lunch.

**RSVP**

Thursday 29 April 2010

## Parking

As parking in the area is mainly 1 and 2 hour, it is advisable for participants to use public transport. CSE is a 5 minute walk from trams and trains. There is all day parking at the Melbourne and Olympic Park, Entrance D, Swan Street for \$10.00 per entry (subject to availability).



**R E P L Y F O R M**

*This document will be a TAX INVOICE for GST once payment is made.*

I/We wish to participate in the workshop **Coaching is a Conversation**, to be held on Friday 14 May 2010, 9.30am - 4.00pm, at Mercer House, 82 Jolimont Street, East Melbourne.

Please complete the registration details below. Confirmation notification will be by return email.  
 Tick the boxes if you would like to receive regular email updates from CSE

First Name	Last Name	Email	
1			<input type="checkbox"/>
2			<input type="checkbox"/>
3			<input type="checkbox"/>
4			<input type="checkbox"/>
5			<input type="checkbox"/>
6			<input type="checkbox"/>

**School** \_\_\_\_\_

Address \_\_\_\_\_ Postcode \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

School email \_\_\_\_\_

Individual dietary requirements \_\_\_\_\_

**RETURN TO:**

Please complete and forward this form with your remittance to:

Melinda Spiteri  
 or Christina Batson  
 CSE  
 Mercer House  
 Level 1, 82 Jolimont Street  
 East Melbourne VIC 3002

Phone: 03 9654 1200  
 Fax: 03 9650 5396

**Please fax your completed form to Melinda or Christina on 03 9650 5396.  
 The cheque made payable to CSE should be forwarded separately.**

**PAYMENT DETAILS:**

*For this document to be a TAX INVOICE for GST the following information must be completed in full and payment made.*

No of staff attending: \_\_\_\_\_ @ \$297 (inc GST) = \$ \_\_\_\_\_

**RSVP:**

**Thursday 29 April 2010**

\$270 + \$27 GST = \$297