



2019 Catalogue Offerings



Home of *The Life Languages™ Communication Breakthrough Course®*

Training, Coaching, Speaking and Experiences on-site in Sydney, Australia and Internationally.

Principal Trainers – Scott Epp, Greg Beech, Luke Ashcroft, and Nicole Epp.

Call us at: 0481 307 778

Get an instant quote or learn more at: www.breakthroughcorporatetraining.com.au

Empowering Leaders and Teams to Breakthrough and Achieve Their Potential!

If you've been tasked with finding options for corporate training in Sydney, Australia or anywhere in the world, you have come to the right place! Our core business is the design and development of corporate soft skill training, including communication training, leadership development, team effectiveness, and team building experiences. We aim at building cohesive teams that are engaged in their work and function effectively and productively. This ultimately leads to organisational health and increased profit. Choose your path to breakthrough!

Breakthrough Corporate Training is at Work for You!



85,000+

People in attendance at
our keynote talks and
training



200 - 500%

Your ROI that you and
your team should expect
over time



12 Countries

Where we have Training
and Coaching Clients



100%

Ability to positively shift
the atmosphere of your
training room



20,000+

Combined One-on-one
Professional Coaching and
Mentoring hours



7 Life Languages™

Scott and Nicole Epp are
Australia Senior Certified
Communication Coaches

About Breakthrough Corporate Training

A group is a collection of individuals, while a team is a group of people that embrace a shared purpose. Our core purpose is to empower leaders and teams to breakthrough and achieve their potential. We deliver our training content using inspiring presentations, team building activities, engaging workshops, games, discussions, and coaching. We have found that amazing content delivered with passion in a lively and engaging way boosts employee morale, retention, and overall workplace satisfaction. We present a combination of core and nurture values present in our practices. Our core values reflect our ground rules, how we behave. These are Engagement, Breakthrough, and Passion. Our nurture values reflect what we care about, and how we perform to achieve our goals. Our nurture values are Relevance, Heart, Integrity, Presence, Truth, Courage, and Teamwork. Organisations that we have led successful leadership and coaching programmes include; Potash Corporation, Agrium, MiEnergy, Schneider Electric, Westpac, Scotiabank, Proctor and Gamble, Legal Aid NSW, Catholic Care, Westpac, Aussbrokers, IBNA Member Services, CDS Australia, The University of Saskatchewan and NSW Health.

Your Primary Speakers and Trainers



Scott Epp

Canadian born Scott Epp is passionate about helping people live with energy and abundance! Scott has led over 100 keynote speeches and workshops and won numerous speaking competitions. Scott is a co-founder of Abundance Coaching, Breakthrough Corporate Training and Coachemy Academy and he is an Australia Senior Certified Life Languages™ Coach. With over 10,000 hours of professional coaching and mentoring experience, Scott has positioned himself to specialise in helping people and organisations become their authentic amazing best! Scott's enthusing and inspiring coaching and leadership style will spur you to get transformed results in every course he leads.

Greg Beech is a co-found of Breakthrough Corporate Training. He specialises in helping leaders and teams to perform at their best. Greg travels extensively to third-world countries as a motivational speaker and trainer. Having witnessed poverty firsthand, Greg was moved to do all he could to make a difference in people's lives and he is also the founder of Homes of Hope International. Greg speaks to groups ranging from 10 – 20,000 people, he has given thousands of presentations internationally, leading workshops, seminars, and leadership courses. With over 10,000 hours of professional coaching and mentoring, Greg speaks with wisdom and authority with every course he leads.



Greg Beech



Nicole Epp

Nicole Epp is a co-founder of Abundance Coaching, Breakthrough Corporate Training and Coachemy Academy. As an Australia Senior Certified Life Languages™ Coach, Nicole excels at teaching and revealing the 7 Life Languages™ with an in-depth understanding of this exceptional communication tool. Since 2006, Nicole has grown in her knowledge in Life Languages™. She has led workshops around the world and thrives on bringing compassion and transformation to people as they understand who they are and how they can effectively communicate. Nicole brings insight and inspiration in every Life Languages™ course she leads.

Sydney-born Luke Ashcroft is a high influencer with a passion and track record for transforming people's lives. Having led hundreds of presentations and talks, Luke excels at communicating and building rapport with audiences. Luke is a holistic lifestyle coach and personal trainer for executives, celebrities, leaders, and people that are ready to make a change. Luke also leads breakthrough firewalking experiences and has excelled as a keynote speaker and emcee for 20 years and he is the founder of 21-Day Weight Loss. Luke brings a refreshing enthusiasm to health, fitness and team unity. You will be motivated to reach your full potential in every course he leads!



Luke Ashcroft

In addition to our core team, we partner with specialised trainers and coaches who lead events and workshops with us as needed. One of them is Nathan Martin. Nathan is a holistic lifestyle coach, motivator, and trainer. He was Lleyton Hewitt's personal trainer for over a decade and he has personally trained multiple top tennis players. We aim to give you the best trainers and coaches that will deliver results to you and your team.

2019 Catalogue of Offerings

Feel free to browse our catalogue of offerings. If you are looking for a keynote talk or an emcee then check out page 5. You may want to start with our Featured Course on page 7. We also have a Training Needs Assessment on Page 32. Our courses are typically 1 half day, 2 half days or 1 full day. We can be flexible in customising our training, however, we have found that each of these courses/workshops generate superb results when delivered by our capable trainers and coaches in its proposed format. We also offer a 60-90 minute abridged session that could be led in a lunch and learn format. You may want to check out our team building experiences and 12-month programmes. Here are our speaking, courses/workshops, and 12-month team transformation offers:

Keynote Speaking and Emcee Options

Keynote Talks and Emceeing Events _____ Pg. 5

Courses and Workshop Options

Option 1: Life Languages™ Communication Breakthrough Course© - Featured Course _____ Pg. 7

Option 2: Leading Healthy and Cohesive Teams Course© _____ Pg. 9

Option 3: The Breakthrough Influential Leader Course© _____ Pg. 10

Option 4: Transforming Conflict in the Workplace Course© _____ Pg. 11

Option 5: The Proficient Speaker and Emcee Course© _____ Pg. 12

Option 6: Authentically Building Trust and Rapport Course© _____ Pg. 13

Option 7: Breakthrough Assertiveness and Confidence Course© _____ Pg. 14

Option 8: The Keys to Effective Coaching in the Workplace Course© _____ Pg. 15

Option 9: The Ultimate Year Course© _____ Pg. 16

Option 10: Breakthrough Corporate Wellness Course© _____ Pg. 17

Option 11: Navigating Transitions and Change in the Workplace Course© _____ Pg. 18

Option 12: Developing Empathy as a Strength Course © _____ Pg. 19

Option 13: Graciously Handling Challenging People Course© _____ Pg. 20

Option 14: The Epic Life Values Course© _____ Pg. 21

Option 15: The Life Plan Intensive Course© or The Business Plan Intensive Course© _____ Pg. 22

Team Building Experience Options

Option 1: The Egg Drop Team Building Challenge© _____ Pg. 24

Option 2: The Breakthrough Experience with Firewalking© _____ Pg. 25

Option 3: Custom Team Building Experience _____ Pg. 26

12-Month Programme Options

Option 1: The 12-Month Communication and Culture Transformation Programme© _____ Pg. 28

Option 2: The 12-Month Breakthrough Influential Leader Programme© _____ Pg. 29

Option 3: The 12-Month Character and Principle Driven Team Programme © _____ Pg. 30

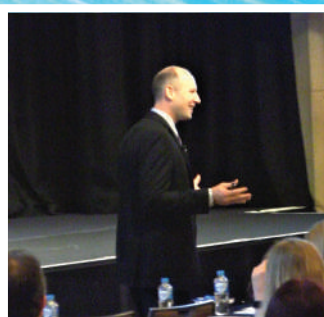
Success Stories and Needs Assessment Tool

Success Stories _____ Pg. 31

Breakthrough Corporate Training Needs Assessment Tool _____ Pg. 32



Keynote Speaking and Emcee Options



Keynote Talks and Emceeing Events

A great speech can inspire, educate, motivate and move people. We remember speeches from our past and current presidents, prime ministers, and leaders. We are influenced by speeches from famous movies and inspired by the speeches that united the underdogs to win the big game or fight.

Having given hundreds of talks to thousands of people around the world, Scott has honed his skills in effective speech writing and delivery. In his 12 years with Toastmasters International, Scott competed and won at dozens of speech and evaluation competitions. He was also a finalist for The Toastmasters International Humorous Speech Contest in 2012. Scott has led talks for organisations for network marketing companies, insurance groups, churches, government groups, and more. Get Scott Epp if you are looking for a dynamic and inspirational speaker for your next keynote talk.



Greg Beech is a sought-after leadership speaker who brings vast wisdom from working with thousands of leaders around the world. Luke Ashcroft has inspired hundreds of leaders with his motivating and authoritative keynote talks. Inspirational/ Keynote talks can be between 15 minutes to 2 hours long.

Scott Epp and Luke Ashcroft have emceed dozens of high calibre events and they are available to be moderators and/or emcees at your upcoming event.

Here are some of Scott Epp's popular inspirational/keynote talks:

1. The 7 Powerful Keys to Create Your Abundance Mindset - and Crush Scarcity Once and for All!
2. Awaken the Wild Lion Within - Have the Confidence to Achieve Anything by Taking Back Your Roar!
3. The 12 Keys to Becoming Your Authentic Amazing Best! - Your Path to Live with Passion and Abundance!
4. Breakthrough Influential Leadership© - A Roadmap for Leaders Who are Connected, Real and Effective
5. Communication IQ - The Proven Strategies to Having Rock Solid Relationships
6. Social Intelligence - The New Wave of Selling and Communicating
7. Authentically Building Trust and Rapport
8. The Responsibility Factor - A Crucial Key in Realise Your Potential
9. The Happy, Healthy, and Cohesive Team - What Makes Them Stand Above
10. Your Body Speaks - Learn the Art of Body Language and How to Use it to Win
11. Dare to Disrupt - What Difference Making Leaders and Organisations are Doing that Sets them Apart
12. Living Your Epic Life Values - and Getting the Most out of Your Life and Work

Here are some of Luke Ashcroft's popular inspirational/keynote talks:

1. Eat, Move, and Think Your Way to a Personal Wellness Revolution
2. The Secret Competition - How to Achieve Your Health and Wellness Goals
3. From the Edge of Human Performance - Harnessing the Power of the Mind to Blast Your way to Success
4. The Decision that Changes Everything - How Mindset Can Help You Leapfrog the Competition
5. Be Greater than Average - The Secret to Overcoming Fear, Doubt, and Limiting Beliefs
6. The Hidden Struggle - Why Fear Paralyzes People and Organisations... and What to Do About It

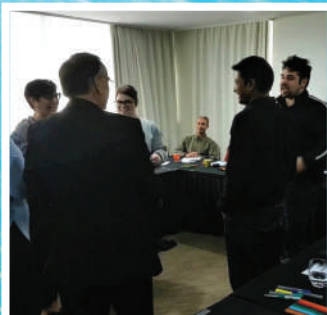
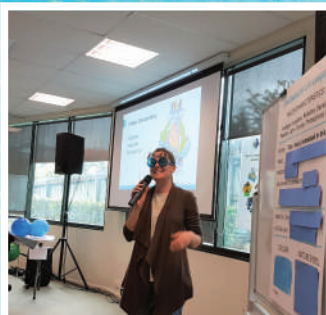
Here are some of Greg Beech's popular inspirational/keynote talks:

1. Living a life of Impact, Contribution, and Legacy
2. Making a Real Difference with Corporate Social Responsibility
3. Social Intelligence - The New Wave of Selling and Communicating
4. Breakthrough Influential Leadership© - A Roadmap for Leaders Who are Connected, Real, and Effective

Enquire to find out how we can add value to your group with keynote talks, emceeing and/or moderating.



Courses and Workshop Options



Option 1: Life Languages™ Communication Breakthrough Course©

Poor communication costs businesses millions of dollars due to low productivity, conflict, and staff turnover. To be able to do any kind of work together, we need to communicate. We need to learn the skills to be understood and to understand what is being said to us. Any breakdown in communication can have significant costs to your business. The wrong product shipped to the client, a fight between two team members due to a misunderstanding, colleagues who don't trust each other, feelings that are hurt, a customer being told the wrong thing... All these can occur as a result of a problem in communication and hurt the reputation of your brand. The costs are quantifiable, too. The Holmes Report reviewed 400 corporations and found that in the largest corporations in the U.S. and the U.K., the price for communication barriers were around \$62 million in productivity in each corporation. If your business involves more than one person, in any capacity, whether as an employee or a client, you need to be able to communicate effectively. Communication allows you to engage people and build strong relationships. Ineffective communication is harmful to your business... Let's take a look!



- **Time Loss** - communication breakdowns lead to significant time losses, during which the client might as well take their business elsewhere. Time losses are often a consequence of miscommunication.
- **Disputes and conflicts** - Workplace conflicts can result in absenteeism and people leaving their job. In fact, according to research, up to 50% of the reason people leave their job is due to disputes and conflict.
- **Low employee engagement and productivity** - Communication breakdowns force people to give their time and attention to fixing the errors that should never have happened in the first place. Poor communication often leads to presenteeism where employees are at work but they are not fully present, engaged and unified as a team. Poor communication causes frustration and stress.
- **Project failure** - Poor communication, if it's not detected on time, can lead to project failure. When a mistake is made early in the process and never caught, and thus the project continues on a faulty base.
- **Decreased revenue** - According to The Holmes Report - corporations with leaders identified as highly effective communicators had up to 47% more returns to shareholders within a five year time span when compared to the corporations with the least effective communicators at the helm. Simply put - good communication pays.
- **Unsafe and unhealthy work environments** - Poor communication contributes to unsafe and unhealthy work environments. Employees need to clearly understand what is expected of them and they want to be on a healthy cohesive team that is working together. Poor communication can lead to a lack of trust, low 'company buy-in', issues with occupational health and safety and more.

There are no downsides to having good communication. There are, however, clear disadvantages and loss of opportunity in regards to bad communication. Having established that, what can you do about it?

You can find many general tools that work on improving communication. They offer some solutions that can be effective for some people but not everyone. They don't especially help resolve conflicts between contrasting communication styles. These tools fall short when they simply prescribe what is happening and then they offer a blanket solution, like using a general script to communicate to introverted or extraverted people on a team. Why is this less effective? Everybody is different. What works for one individual may not work for another team member. Forcing everybody to adopt a specific communication approach can backfire and make some communication issues worse or create resentment among those team members who don't feel that their communication style is being respected. Other tools focus only on identifying different personalities but don't provide enough practical tools and they aren't sufficiently applicable.

The Holmes Report: total estimated cost of employee misunderstanding (including actions or errors of omission by employees who have misunderstood or were misinformed about company policies, business processes, job function or a combination of the three) in 100,000-employee companies, among 400 surveyed corporations in the U.S. and U.K. (average cost per company is \$62.4 million per year) 2. \$26,041: cumulative cost per worker per year due to productivity losses resulting from communications barriers 3. Companies that have leaders who are highly effective communicators had 47% higher total returns to shareholders over the last five years compared with firms that have leaders who are the least effective communicators' - The Holmes Report

<https://www.holmesreport.com/latest/article/the-cost-of-poor-communications>

Transform your Team Communication, Character and Culture

The Kendall Life Languages Profile™ was developed by Fred and Anna Kendall over 30 years ago. It has a 98% statistical accuracy and it has been used with hundreds of thousands of people in over 100 countries in the world. It is accurate and effective regardless of age, race, nationality, ethnicity or gender. It is a communication analysis tool that teaches you to be self-aware, internalise the information about the seven communication styles, and reach others by speaking their language. Life Languages™ is based on the principle of character-centered-communication which aims to empower you and your team to communicate more efficiently and productively. Through this course we will help the participants identify their communication challenges. Participants will receive tools to become effective with their relationships and interactions. You will be amazed at how you and your team activate the learning as you reach others by speaking in their communication styles. This fun and interactive course includes individual profiles, a team communication, culture and “cross-talk/cross-tie” report, team communication activities and coaching, all aimed at improving workplace communication and character.

You may have heard of profiles or assessments which tell you about your personality. Life Languages™ is a unique and different profile that gives you a comprehensive picture of who you are and how you communicate, act, and behave. This profile does not single you out into one of 4 quadrants or one of 16 styles but rather expresses how we are all wired with 7 Life Languages™ at varying levels. Each of these 7 Life Languages™ highlights positive communication skills as well as areas for personal growth. The Kendall Life Languages™ Profile is both diagnostic and prescriptive. It diagnoses your passions, strengths, fluencies and possible weaknesses. You and your participants will gain an almost immediate self-awareness and other-awareness. Now let's take a quick look at the 7 Life Languages™.



Innovative
Forceful
High Standards



Diligent
Practical
Detailed



Intuitive
Enthusiasm
Inclusive



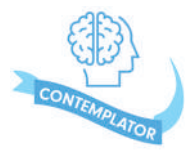
Compassionate
Creative
Passionate



Strategic
Organised
Focused



Resourceful
Financial
Hospitable



Inquisitive
Philosophical
Intelligent

About the Life Languages™ Communication Breakthrough Course©

Understanding these 7 Life Languages™ “switches on the lights” in communication. This course will help you and your colleagues grow in your Communication Intelligence. One important aspect of Communication Intelligence is respecting and honouring others and being respected and honoured in return.

This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Learn effective communication with your management, peers, teams and clients.
- Discover healthier ways to resolve conflicts and connect with your co-workers.
- Develop communication intelligence skills.
- Become aware of your communication weaknesses and turn these into strengths.
- Increase the bottom line because your team will be empowered with the Life Languages™ System

Scott and Nicole Epp are Australia based Senior Certified Life Languages™ Communication Coaches. They will help you get a deep understanding of yourself and others through this unique course. You may also be interested in our 12-Month Communication and Culture Transformation Programme© where we can even train and coach your preferred Managers and Leaders with Life Languages™ (see page 28.) Learn more about this course and our 12-Month Programme by watching our informational video and testimonies at www.breakthroughcorporatetraining.com.au/communication.

Training Options

1/2 Day: The Life Languages™ Communication Breakthrough Course© - Abridged Version.

1 Day: The complete Life Languages™ Communication Breakthrough Course© (includes fun team building activities)

2 Days: The Life Languages™ Communication Breakthrough Course© Level 2 (Only available after Level 1.)

12-Month Programme: Team communication and culture transformation over 12-months (see Page 28.)

Option 2: Leading Healthy and Cohesive Teams Course®

Team health is ignored by many leaders for a variety of reasons, some of the reasons are listed below:

- Leaders have never been trained.
- Leaders are consumed with immediate outcomes.
- Leaders are too busy.
- Leaders may have tried taking their teams on activities with little results.

For us, who build Breakthrough, team health is crucial for any business seeking growth. Patrick Lencioni, a world-renowned expert on teams, argues that team health is the single biggest advantage for any company. "How can we take our team to the next level?"



In this training course, we will answer this question. Teams usually succeed or fail based on communication and trust levels.

This interactive training gives your team the skills to communicate more effectively and resolve differences in an empowering and healthy way. Through carefully designed small group exercises, participants are guided to work through team challenges and find great solutions. Often, our clients want a more structured training that focuses on team effectiveness, leadership development, or communication training. We weave our team building activities within your training.

Team building is vital to reinforce the values and vision of your business/organisation and can really contribute to the overall culture of your team. Sometimes our team building focuses on the culture or aspects of building trust and respect, raising morale, and bonding together. Let's face it, we all need to laugh, and our team building really invokes laughing with each other.

We have found great success in interactive activities that center on Patrick Lencioni's '5 Dysfunctions of a Team' and 'Advantage' books and the advanced team training that goes along with it. This one team building experience is sure to bring your team to a place of being highly effective.

This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Understand the dynamics and importance of teamwork and what is needed to lift the effectiveness of your team.
- Learn how to work together effectively, appreciating each other's strengths, values, and weaknesses.
- Develop a vision that is "owned" by everyone on the team.
- Create the needed action steps that will see the team and organisation get their desired results.
- Communicate the vision in such a way that it is accomplished.

Team building also aids in building a high performing team with good communication (both verbal and non-verbal), leadership, bonding, fun, trust, and more. As with all of our trainings, we aim to connect with everyone in the training room. This course is interactive and engaging with a mix of teaching, coaching, fun, and application activities.

Training Options

This course may include actual role-plays or live activations and consulting with customer service, sales teams, etc.

90 Min - 1/2 Day: Selected sessions leading healthy and cohesive teams can be led in 90 minutes – 1/2 Day.

1 Day: The complete Leading Healthy and Cohesive Teams Course®.

2 Days: The complete Leading Healthy and Cohesive Teams Course® Level 2 (only available after Level 1).

Option 3: The Breakthrough Influential Leader Course©

One of the significant keys to success for businesses and organisations is effective leadership. We believe everyone can become an effective Leader and leadership development should be a priority for every organisation. Through this course we will upskill and mentor you and your team so that everyone grows in their leadership.

This Breakthrough Corporate Training proprietary course will include the following outcomes:

- Deepen their understanding of The Breakthrough Influential Leader©.
- Become inspiring models for others.
- Be motivated to be more effective.
- Know how to develop and get their team to “buy in” to the vision and strategic plans.
- Become effective decision makers.
- Know how to heighten employee motivation and help employees achieve their potentials.
- Know how to create an encouraging work environment.
- Be able to undertake regular reviews of the strategic plan and goals.
- Become more focussed on performance outcomes as they learn how to put first things first.
- Have a positive view of conflict transformation and gain the requisite skills.
- Drive the organisation towards growth, as more leaders are developed integrally.



Part 1

1. Understanding The Breakthrough Influential Leader© and the 5 key leadership behaviours.
2. The character of a leader and the new perspectives.
3. Developing the leader from within (includes mentoring and application).
4. The visionary leader; developing a compelling vision with team alignment.
5. The team-building leader.
6. The values-based leader.

Part 2

1. The Leader's priorities and productivity.
2. Goal setting and action plans that work.
3. Problem solving skills for every leader.
4. The leader as an effective delegator.
5. Leadership and conflict management.
6. The Leader's self-care and work/life balance.

Part 3

1. Leading with integrity.
2. Leading with wisdom; the leadership wisdom principles that strengthen and deepen leaders.
3. Effective decision making.
4. The disciplined, strategic and focussed leader.
5. The courageous leader.
6. Staying the course; growing in leadership and the Leader's development timeline.

Optional Add-On Leadership Topics

Strategies for working with difficult people - Leadership skills for coping with criticism - The confident leader - Attitudes of a leader that produces breakthroughs - Advanced team building - The leader as a coach - Understanding and developing your team members' leadership and communication styles.

Training Options

90 Min - 1/2 Day: Selected sessions leadership can be led in 90 minutes - 1/2 Day.

1 - 3 Day(s): Day 1 will cover Part 1 of the Breakthrough Influential Leadership© Course. Day 2 will cover Part 1 and 2. Day 3 covers Part 1, 2 and 3.

12-Month Programme: Includes parts 1-3, mentoring and ongoing support (see page 29.)

Option 4: Transforming Conflict in the Workplace Course®

Wherever two or more people come together, there is bound to be conflict. Conflict costs businesses and organisations hundreds of millions of dollars every year. Yet, conflict can be a great factor for organisational success.

This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- A comprehensive understanding of the dynamics of conflict and conflict resolution.
- An appreciation of the cost of conflict.
- An understanding of the importance of conflict.
- knowledge on how to use a step by step conflict resolution process to transform conflict disputes.
- A working understanding of the 5 levels of conflict and how to prevent going to levels 4 and 5.
- A set of skills in solution building and finding common ground.
- An understanding of the five main styles of conflict resolution.
- The skills needed to design a conflict transformation agreement.



Part 1

1. The unique benefits and dangers inherent in conflict.
2. The dynamics of conflict – what is conflict? The difference between conflict management, conflict resolution, and conflict transformation.
3. Appreciating what causes conflict.
4. The cost of untransformed conflict.
5. Understanding how and why you respond to conflict the way you do. Patterns and models.
6. Challenging our unhealthy assumptions about conflict.

Part 2

1. Adopting better metaphors for conflict transformation.
2. The 5 levels of conflict.
3. Resolving to transform conflict.
4. The difference between positions and interests.
5. The goals of conflict transformation.
6. Styles and tactics in conflict transformation.

Part 3

1. Steps toward conflict transformation – a guide for transforming conflict.
2. A powerful communication model for transforming conflict.
3. Developing a conflict transformation agreement for (with) your organization.

Training Options

This course is a great course to follow up on Life Languages Communication Breakthrough Course® or The Breakthrough Influential Leader Course®. This course may include actual role-plays or live activations and consulting with customer service, sales teams, etc.

90 Min - 1/2 Day: Selected sessions on transforming conflict in the workplace can be led in 90 minutes. The Transforming Conflict in the Workplace Course® can be led in half a day.

1 Day: The Full Transforming Conflict in the Workplace Course® including part 1,2, and 3. We can offer additional coaching and conflict moderation that is specific to your team.

Option 5: The Proficient Speaker and Emcee Course©

Presentations and speeches have the power to move and inspire people, yet many people have a huge fear of public speaking. We will help you learn to enjoy speaking. Thanks to The Proficient Speaker and Emcee© Course, you will find yourself enjoying public speaking! You will learn how to write your winning talk and the skills you need to deliver it with passion and proficiency. This course is based on practical experience and not just theory. You will be activated with your speaking skills throughout the course.

Do you have team members that need to develop confidence, tools, and skills as a speaker, emcee or moderator? We will gear our course to where your team is at. We can optionally add emcee and/or moderator skills depending on what you need. This course will be led by Scott Epp and/or Luke Ashcroft. Scott and Luke combined have led over 100 speeches to tens of thousands of people and they have 20 years of International Toastmasters experience. Scott has competed and won at the highest levels at International Toastmasters. Scott and Luke have also emceed dozens of events and fundraisers.



This Breakthrough Corporate Training proprietary course will help participants with speaking and emceeing skills:

The Proficient Speaker

- Learn the proficient speaker and emcee HACK© (Humility, Authenticity, Confidence, Know).
- Social etiquette, protocol, and platform manners.
- Preparation for your event (appearance, self-talk, nutrition, microphones, lecterns, slides, and more).
- Stage presence and management.
- The Proficient Speaker Confidence Model©
- Using media, slides, and props – including making incredible slides with proven examples.
- Setting the scene and theme for your speech or talk.
- The Proficient Speaker Story Telling Method© - Take people on a journey.
- The 12 Strategies to Writing a Winning Speech©
- The 12 Strategies to Present a Winning Speech©
- The Body Language Breakout Activity© – Learn how to breakout of The 12 Poor Body Language Habits©
- Effectively use body language, voice, tone and vocal variety.
- Using humour and thinking on your feet.
- What to do and say/What NOT to do and say.
- Proficient bridging and gratitude.
- Learn the advanced speaking strategies that the best speakers and Toastmasters employ.
- Be activated by delivering your own introductions and speeches and get live feedback from your trainer.

Optional Add-Ons for Emcee and/or Moderator Training

Proficient emcee and/or moderation skills - Effective introduction skills - Interacting and engaging - Specific training on event preparation and preparing speakers or moderator panels - Q & A sessions - The PROFICIENT Moderator© (Probe, Respect, Organisation, Flexible, Interested, Care, Energy, Neutral, Timely)

Training Options

1/2 Day: Selected Sessions from The Proficient Speaker and Emcee Course©.

1 Day: The complete Proficient Speaker and Emcee Course©.

1-3 Days: We can lead this course over multiple days when we combine specific coaching on writing and presenting with individuals or smaller groups. We can also offer coaching for speech writing, presentation skills and more on-site or on zoom.us.

Option 6: Authentically Building Trust and Rapport Course©

Taking the time to build rapport with customers and potential customers can contribute to sales and business growth. In fact, we can have an amazing product or service but without rapport we will struggle to connect with people and make sales. Rapport is crucial to the success of any business and while essential for sales, rapport is also vital for in-house employee relationships.

This course helps you and your team move from superficial to real connections with people. Body language and first impressions are vital keys to becoming a highly engaged individual and for building a highly engaging culture. The precious first moments when your team members interact with clients can make or break the possibility of a sale occurring. The residual effects of employees who do not authentically build rapport will result in diminished sales, loss of business, and lower staff morale.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Understand authenticity, trust, and establishing a road map for strengthening these qualities.
- Know how to prepare for a stakeholder conversation that will result in rapport being established.
- Know how to make a positive first impression.
- Understand effective communication skills.
- Appreciate the importance of empathy and be able to be empathic with clients.
- Gain a firm grasp of building rapport and developing powerful rapport with clients.
- Gain a deeper understanding of communication, including words, voice, and body language.
- Move from rapport building to advancing in customer service, influencing stakeholders, and/or closing the sale.

This training will ultimately help Leaders and Managers train their teams on how to build rapport and trust. We may also include the three characteristics of great Salespeople and great team members and teaching on why some Salespeople fail and others succeed.

Training Options

This course may include actual role-plays or live activations and consulting with customer service, sales teams, etc.

90 Min - 1/2 Day: Selected sessions on authentically building trust and rapport can be led in 90 minutes. The Authentically Building Trust and Rapport Course© with limited time roleplays can be led in half a day.

1 Day: The complete Authentically Building Trust and Rapport Course©.

Option 7: Breakthrough Assertiveness and Confidence Course®

Most people would like to be more confident, but confidence, while highly desired, is often elusive. A 2011 survey of British Managers conducted by the Institute of Leadership and Management in the UK revealed that 50% of female respondents and 31% of male respondents don't feel confident about their job performance and careers.

Have you ever met someone in business who amazed you with the amount of confidence they exuded? Have you also wondered, "Is it possible to train myself or my team to be more confident so that we can draw on that confidence when we really need it?"

You can grow in confidence, become more self-assured, develop your personal and professional life, and live your life in a richer way.

It has been discovered that confident people share many of the same traits, even across cultures and industries. Cultivating the traits you already have and developing those that

you do not yet have will build your overall self-confidence. Remember, self-confidence is about building yourself up, not tearing others down. When you are confident, you make others around you feel confident too.

Research has consistently demonstrated that when clear goals are associated with learning, it occurs more easily and rapidly. Your courageous confidence and self-worth will translate into more success in sales, service, leadership, and all aspects of being a fulfilled and effective team member.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Challenging your negative thinking and self-talk.
- Utilizing methodologies for understanding your worth - and the use of positive self-talk.
- Learning from confidence role models.
- Stepping out of your comfort zone and standing tall.
- Breaking through limiting stories.
- Empowering yourself through morning rituals.
- Surrounding yourself with positive people.
- Undertaking personal growth.
- The 7 powerful keys to create your abundance mindset.
- Prioritising your confident state.
- Being prepared.
- Engaging your S.E.A.L.L. team.
- Understanding the connection between confidence and sales performance.
- Practicing sending positive communications phrased as "I-Messages".
- Practicing strategies for gaining positive outcomes in difficult interpersonal situations.
- Adopting strategies to overcome negative comments.
- Activating confidence strategies that will lead you to more sales and better service.

Training Options

This course may include actual role-plays or live activations and consulting with customer service, sales teams, etc.

90 Min - 1/2 Day: Selected sessions on assertiveness and confidence can be led in 90 minutes. The Breakthrough Assertiveness and Confidence Course® with limited time roleplays can be led in half a day.

1 Day: The complete Breakthrough Assertiveness and Confidence Course®.

Option 8: The Keys to Effective Coaching in the Workplace Course©

Developing a culture where people are applying effective coaching skills is a sure way to succeed today and beyond. Foundational coaching skills are pillars for successful communication, team health, empathy, motivation, collaboration, spirit, and effectiveness.

Scott Epp and Greg Beech each have over 10,000 hours of one-on-one professional coaching and mentoring experience. Scott is also the founder of Abundance Coaching. This sets them apart as industry leaders in developing and teaching individuals and teams effective coaching skills.

This training highlights key coaching skills and helps coaches discover areas they need to work on to improve their coaching. Our training incorporates an array of training, coaching, role-playing, and activations. You will learn the strategies that we have honed for 10 years with Abundance Coaching. This course will introduce your team to coaching skills.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Introduction to professional coaching.
- Effective communication and conversations.
- How to create “coaching presence.”
- Curiosity rather than diagnosis.
- Powerful questions.
- Intuitive listening.
- A range of coaching skills that will enhance your team.
- The Breakthrough Communication Model©.
- Modelling, roleplays, and in-class practice using the skills above.

Coaching Tools and Applications

Breakthrough Corporate Training provides numerous coaching tools and the necessary training for using them. Here are some of our proprietary coaching tools and applications that we can include:

- Abundance Coaching 4 Pillars of Life Tool©
- Abundance Coaching Values Discovery Tool©
- Abundance Coaching Comfort Zone Breakthrough Tool©
- Abundance Coaching Navigating Change Tool©
- Abundance Coaching Problem-Solving Tool©
- Abundance Coaching Rapid Results Tool©
- Abundance Coaching SEALL Team Tool©
- Abundance Coaching CLARITY Coaching Process©
- Abundance Coaching Setting Goals and Priorities Tool©
- Abundance Coaching Limiting Beliefs vs Empowering Beliefs Tool©
- Abundance Coaching Total Confidence and Self-Worth Blueprint©
- Abundance Coaching Story Breakthrough Tool©
- Abundance Coaching Conflict Management Tool©

Training Options

Since this training is so comprehensive, we can pick the most foundational elements for a 1-day training. We have led this training over multiple days with great results. This training can run from 1 - 5 days and would be tailored to your needs.

Option 9: The Ultimate Year Course®

Creating your personal, professional, and organisational vision and setting the right priorities and goals will lead you to ultimate success.

This workshop is awesome for helping people gain clarity on where they are standing, what their vision for their life is and what the action steps are to get where they want to go. We can exclusively customise The Ultimate Year Blueprint® proven process for you and your team. We could lead this workshop for your leadership team at your next retreat or off-site day and we could incorporate your organisational vision, priorities, and goals. This workshop is potentially the most creative, effective, and fun workshop you've ever attended.

If you want to have an ultimate year as an organisation or personally, then you need to focus and plan. Prepare to be inspired through our proven process that will help you create your vision board and plan your ultimate year based on YOUR personal and professional priorities. The intention of this workshop is to create awareness, plan for success, and take focused action.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Find and consistently keep the right commitment for the year.
- Uncover the personal and professional blocks and limiting beliefs that are holding you back.
- Navigate through The Ultimate Year Blueprint®.
- Mastermind in a creative and inspiring environment.
- Create your ultimate year life priorities.
- Create your ultimate year vision board (This highly acclaimed step is optional as it does take 1.5 – 2 hours.)
- Create organisational vision, mission and values (this step is optional and would be recommended for leadership teams. We facilitate a structured collaborative session that is customised to your organisation/leadership needs.)
- Feel free and equipped to personally and professionally take on your ultimate year action plan.

It is well documented that psychologically when you combine personal development with creative activities, there is an increase in engagement and buy-in. We have developed a proven process that activates and inspires people throughout the day. Your Ultimate Year Course® can be led at any time during the year. If you're looking for a personal development workshop that is highly engaging while still pragmatic, this is your workshop.

Training Options

This course is highly engaging, creative and interactive.

1/2 Day: The abridged Ultimate Year Course® (without vision board session or without extensive goal session.)

1 Day: The complete Ultimate Year Course® (includes vision board session if desired). Perfect for staff off-site days or staff retreats.

Option 10: Breakthrough Corporate Wellness Course©

Wellness is a broad term, but it is the secret to a happier life. Wellness is your ability to feel emotionally, physically, and mentally content – it is your ability to not only be physically healthier but also to feel as though life is going your way, without allowing setbacks and other issues to prevent you from experiencing fulfilment. Employee wellness is one of the keys to employee retention and performance. People that commit themselves to wellness are healthier, more satisfied, and more energised. Wellness should be a priority for any working professional and their leaders. It is an essential investment for anyone who wants to get the most out of life. Luke Ashcroft will teach you and your staff how to move, eat, and think for improved wellness.

For every \$1 invested in wellness programs, companies receive an estimated \$5 back. That is because wellness programs reduce sick days, improve performance, create better employee loyalty and satisfaction, and ultimately help improve employee performance through improved physical and mental health, the ability to overcome obstacles, and an abundance mindset.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- **Improved Physical Health:** Failing to take care of one's health can have personal and professional consequences. Companies lose money each year as a result of illness, and many illnesses are preventable with better self-care. Those that engage in wellness programs become more energetic, sharp, and productive, because their body is healthier as a result of better eating habits, fewer destructive habits, and regular, consistent exercise.
- **More Abundant Mindset:** Wellness is also about contentment. On a basic level, happy employees that feel fulfilled are going to be more engaged and more loyal to your company. The abundance mindset teaches each individual how to live according to their values, replace scarcity thinking with abundance, and teach appreciation and resilience through challenges.
- **Better Holistic Wellbeing:** When the mind, body, and soul are all experiencing greater "health" and fulfilment, we are "improved" as a person and as an employee – one that works harder, collaborates more energetically, and is able to improve their productivity. According to recent reports, 40% of Aussies have a "poor work/life balance". With our holistic wellness trainings, employees receive clarity about where they are, who they are, and how they can get to where they need to be. Our goal through this training is to help employees achieve holistic wellbeing and balance.
- **Discovering Your Wellness Path:** A key aspect of wellness is helping people discover their wellness goals and their own path. Setting a wellness goal starts people on a journey, and through the breakthrough process they will learn to make life more epic.

Wellness training has a strong ROI because improved employee wellness leads to fewer sick days, improved performance, increased loyalty, and satisfaction.

Training Options

Luke Ashcroft has 25 years of experience in helping people get transformed results with their health and fitness. He will deliver this course as a stand-alone course or it can be combined with other training offerings.

90 Min - 1/2 Day: Select sessions on corporate wellness can be led in 90 minutes – 1/2 day. Sessions may include setting a plan and path for eating, moving and thinking for personal wellness revolution.

1 Day: The complete Breakthrough Corporate Wellness Course© with practical fitness, nutrition, and team building activities. At the end of the 1-day course you and your staff would have developed a personal wellness action plan and experienced practical training in exercise, nutrition, and mental fitness.

12-Month Programme: Monthly corporate wellness workshops with team fitness sessions. Please enquire.

Option 11: Navigating Transitions and Change in the Workplace Course©

The world continues to change rapidly, and businesses and organisations need to make well thought out transitions if they are to flourish and stay relevant.

“Every exit is an entry somewhere else.” - Tom Stoppard.

Change has to do with the basic decisions we make, decisions such as moving to a different site, changing the CEO, or changing the direction of the business. Change is always occurring. However, like someone rightly said, ‘It isn’t the changes that do you in, it is the transitions.’

Transitions involve significant shifts and unless we understand these shifts it is difficult for us to make effective transitions and see the changes we want become a reality. Transitions are often poorly managed, and the changes hoped for fail. In this course, we will employ strategies for gathering data and addressing concerns and issues. We will lead you to evaluate options and solutions to adopt a change direction. We will lead your team through practical strategies that will help them breakthrough to new levels with their change process. This course will give any Leader or team member the tools needed to implement changes more smoothly and to have those changes better accepted.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- How to prepare for transitions – the letting go process.
- Learn how Life Languages™ and the communication styles and distress flares of others effect the change process – and what to do about it.
- Having an abundance mindset and changing your thinking.
- Learn the components to develop a change management and communication plan and learn to list implementation strategies.
- Learn and implement the 7 Cs to Navigate Transitions and Change in the Workplace© - Communication, Commitment, Contribution, Cooperation, Confidence, Cooperation, Conflict resolution, and Connection.
- Understanding the different individual motivators for change.
- Understanding and processing the losses in a transition, and the grief process.
- Communication in transitions.
- Celebrating endings and honouring the past.
- Leading people through the reforming zone.
- Building a transition feedback loop.
- How to ensure the transition is effective and the changes being sought are achieved.

Training Options

This course may include actual role-plays or live activations and consulting with customer service, sales teams, etc.

90 Min - 1/2 Day: Selected sessions on navigating transitions and change in the workplace can be led in 90 minutes. The abridged Navigating Transitions and Change in the Workplace Course© can be led in half a day.

1 Day: The complete Navigating Transitions and Change in the Workplace Course©.

Option 12: Developing Empathy as a Strength Course®

The Oxford Dictionary defines empathy as *'the ability to understand and share the feelings of another.'*

When we empathize, we show a connection with how the other person is feeling. This helps the other person feel understood.

The focus is on understanding the other person's feelings from their point of view. Standing on their shoes. Empathy is often confused with sympathy, a feeling of pity or compassion for someone.

Empathic communication, as Steven Covey argues, is central to improving our relationships.

The good news is that we can become more empathic. Our brains are surprisingly malleable or 'plastic', enabling us to revive our neural circuitry.

Both cognitive and affective empathy are important in customer service and all relationship transactions.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Understanding the foundations of empathy.
- Learning the different types of empathy.
- The science of empathy.
- Stepping in other people's shoes (and role-playing as them).
- Practicing curiosity, active listening, and advanced communication skills.
- Learning about the importance of emotional intelligence and social intelligence and putting it into practice.
- Gaining a deeper understanding of communication, including words, voice, and body language.
- Moving from rapport building to influencing stakeholders and/or closing the sale.

In this course, we will also focus on building strengths with social intelligence and we will adapt our training to include specifics of your workplace.

It takes effort and hard work. In this course, each participant will pay more attention to the social world around them. Your participants will work on becoming a better speaker and conversationalist. Each participant will develop communication skills as they develop empathy as a strength. Each participant will become a more effective listener, through the development of "active listening" skills, in which you reflect back what you believe the speaker said in order to ensure clear understanding. As your Trainers and Coaches we will study the behaviours and social situations within your group and everyone will grow by practising their empathy skills.

Training Options

This course may include actual role-plays or live activations and consulting with customer service, sales teams, etc.

90 Min - 1/2 Day: Selected sessions on developing empathy as a strength in the workplace can be led in 90 minutes - 1/2 day. The abridged Developing Empathy as a Strength Course® can be led in half a day.

1 Day: The complete Developing Empathy as a Strength Course®.

Option 13: Graciously Handling Challenging People Course®

Handling difficult customers may seem like a thankless job. You can develop skills to adapt to the challenges difficult customers pose and extend these skills to handling difficult people and situations throughout your daily life.

Customer service is a necessary position in the job world today, it helps companies give customers what they want and need. Although many customers can be difficult, with the right training, skills, and knowledge, any difficult customer can be handled properly and effectively. With a positive attitude, your employee can effectively deal with the most difficult customers and both parties can end the conversation satisfied.

Participants will learn how engaging customers properly can benefit both the organisation and the customer. Effective customer service can change a company's reputation for the better. Through this workshop, your participants will gain a new perspective on how to react to negative customers and leave the customer satisfied and as a returning customer.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Cultivate a positive attitude and reduce irritability.
- Develop skills in being gracious and honouring people.
- Manage internal and external stress.
- Develop abilities to listen actively and empathize.
- Build a rapport with customers in person and over the phone.
- Understand the diverse challenges posed by customers.
- Look at the sensitivities in place with challenging customers.
- Develop strategies to adapt to challenging circumstances.

Through this course, participants will get to role play with each other using powerful communication, rapport building, and body language skills. This course is beneficial for people who work in customer service, sales or any relationship centred roles. We will examine people that are rude, angry, from another culture, different generations and customers that are 'impossible to please.' In the end, each participant will have developed strategies to effectively and graciously handle challenging people.

Training Options

This course may include actual role-plays or live activations and consulting with customer service, sales teams, etc.

90 Min - 1/2 Day: Selected sessions on graciously handling challenging people in the workplace can be led in 90 minutes - 1/2 day. The abridged Graciously Handling Challenging People Course® can be led in half a day.

1 Day: The complete Graciously Handling Difficult People Course®.

Option 14: The Epic Life Values Course©

We live in a world where it's easy to lose our path. Society often offers its own roads to happiness. Sailing through life without values is like taking to the ocean without a map, without a compass, and with a broken ships wheel. We are left to the mercy of the elements, the waves, the wind, so we will go wherever they take us. We can easily get lost in the vastness of the ocean without something to guide us because we have nothing to help us steer our ship and plot our course. We don't have a destination, so we just float around. Even if we do have a destination, we can't reach it – we can't place it on the map we don't have, we can't head the right way without a compass, and we can't steer the ship closer without a ships wheel. In short, going out to sea without a map, compass, or ships wheel is an aimless idea.



Going through life without values is not that great either. To get somewhere in life, you need to:

- know what you want and what matters to you; and
- know how you can align yourself to your values and be your authentic amazing best.

“Values are ideas or themes in your life that are important enough to you that they affect how you think, how you act, and how you feel. Values are intrinsically entwined to the depth of who you are, making you distinctly unique and special.” – Scott Epp

As the creator of the Epic Life Values Discovery© and the author of the upcoming 'Epic Life Values' book. Scott has led over 1000 hours one-on-one sessions with core values with his coaching clients.

This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Discovering what every participant's Epic Life Values© are and creating powerful statements.
- Learning the process of using values to make decisions and live an authentic life.
- Creating a genuine, lasting change that will result in a life that is aligned with the things that are important to you and that will inspire you to be your best possible self.
- Establishing a difference between your organisation's values and your Epic Life Values and how to bridge the gap between the two.
- Learning how Epic Life Values can help you make better decisions personally and professionally.

Training Options

We will lead this workshop as a solo course. We can customise this course for executive leadership teams if you would prefer to focus on the organisations values, vision and mission. You could also enquire about our other experiential team building activities (see page 26.)

90 Min - 1/2 Day: Selected sessions on personal and/or organisational values can be led in 90 minutes – 1/2 day. The abridged Epic Life Values Course© can be led in half a day.

1 Day: The complete Epic Life Values Course©.

Option 15: The Life Plan Intensive Course® or The Business Plan Intensive Course®

This is a perfect solution leaders who are committed to the personal development of their team members. Alternatively this is a perfect solution for Leaders who need to re-focus and assess what their vision, mission, values, purpose and strategic plans.

Everyone can benefit immensely if they develop a life plan, with clear steps toward living out their plan. When your team members gain a deeper understanding of who they are, their values, strengths, skills, and purpose, and they have an inspiring road map for their future, they will be more effective and productive.

No matter where people are in their life span, they need a life plan. Most people spend lots of time planning weekly activities or vacation times, but give little attention to the outcomes they really desire in the major areas of their lives. The Life Plan Intensive is a great professional and personal development training event.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- A life plan will avoid something we call “deadly drift.”
- A life plan increases self-awareness.
- A life plan will help clarify the most important priorities in your life.
- A life plan will provide a road map for accomplishing what matters most.
- A life plan will provide filters for saying “no” to the things that are less important and counter-productive.
- A life plan fosters a sense of personal integration and fulfilment that overflows into career development and productivity.
- A life plan will help ensure participants finish life with few or no regrets.

As with all of our trainings, we aim to connect with everyone in the training room. We build our courses to be interactive and engaging with a mix of teaching, coaching, fun, and application.

The Business Plan Intensive Course®

We can lead this intensive at your workplace, at a third-party venue or at a retreat centre. If you choose to run this even with your Leadership group we could focus on your business plan. This course is called The Business Plan Intensive. The focus of this course would then be on the organisation, strengths, values, mission, vision, purpose, priorities and strategic approach to be disruptive and successful in their industry. We would also bring in specialists in the desired fields (business strategy, marketing, sales, customer service, team culture, to ensure that you get the best results possible.

Training Options

We will lead your organisation or team through our Life Plan Intensive over a one day or two-day event.

1/2 Day: Selected sessions on building your personal life plan can be led in half a day.

1 Day: The complete Life Plan Intensive Course® with in class coaching purpose discovery and more.

2 Days: The second day would be recommended if you wanted to lead this event at a retreat centre. This would also give more time for experiential activities, team building, and individual course work on values, beliefs, strengths, character, purpose, mindset, and building your life plan.



Team Building Experience Options



Experience Option 1: The Egg Drop Team Building Experience®

One of our favourite team activities is the egg drop team building challenge which links in with our leadership module and the Z cycle or comparable project management process. Initially, there will be a learning approach where all participants will grow with leadership and project management strategies.

At this point each group will receive a box of goodies and instructions to build a contraption that protects an egg for a 1 - 3 story drop. You must integrate project management process and follow the criteria that we put forward. Each group will have a box of dozens of articles and a timeline to work together and create the ultimate egg saving device. There will be a group presentation before and after their egg drop. The highlight of the day is watching and laughing together as each group drops their egg from a tall location on-site. The laughs and take away points from this team building activity are excellent. We did a case study on this egg drop team building activity in this link:

www.breakthroughcorporatetraining.com.au/team-building.



This Breakthrough Corporate Training proprietary course will include the following outcomes for your team:

- Focusing on the importance of teamwork and what is needed to make a team better.
- Learning how to work together effectively and appreciate each other's strengths, values and weaknesses.
- Working creatively on a fun and engaging project with colleagues.
- Working together as a team as you race against time and your competitors to win the challenge.
- Building a performing team with good communication (both verbal and non-verbal), leadership, bonding, fun, trust, and more.

As with all our trainings, we aim to connect with everyone in the training room. We build our courses to be interactive and engaging with a mix of teaching, coaching, anticipation, and application.

Training Options

We will lead this workshop as a solo event. You may also inquire about our dozens of other experiential team-building activities such as firewalking, board-breaking, team trust activities, and more. This challenge can be led in conjunction with one of our other training options.

90 Min - 1/2 Day: It is possible to run this experience in 90 minutes. In 1/2 day we would have time to incorporate other team building, leadership, motivation, communication elements with the experience.

1 Day: The complete Egg Drop Team Building Experience® will last for 1/2 day with one of our other courses taught for the other 1/2 day.

Experience Option 2: The Breakthrough Firewalking Experience®

The Breakthrough Experience with Firewalking reveals the limiting beliefs that subconsciously hold many of us back and provides a life-changing experience of overcoming those beliefs.

Participants learn to identify limiting beliefs, replace them with empowering beliefs and then engage in a Firewalking activity, which works as a powerful metaphor for their newfound knowledge.

- Participants identify limiting beliefs and their effects.
- Participants learn to replace limiting beliefs with empowered realities.
- A firewalking activity provides a powerful metaphor to remind the participants of their ability to overcome self-doubt, lack of confidence, limiting beliefs, and fear.



What is Firewalking?

Firewalking is an ancient practice of mind over matter. Each participant walks with purpose, overcoming their fear with mental fortitude and proving that they have an internal strength that may have previously been suppressed. The firewalking experience is led by Luke Ashcroft who has conducted hundreds of firewalks for corporations, the media, and individuals over the last 10 years.

Firewalking is one of the most successful programs at Breakthrough Corporate Training. It is considered profound and life-changing, with benefits that include:

- Feeling as though nothing is impossible.
- Experiencing the power that comes from mental mastery.
- Learning to never let "NO!" hold you back.
- Discovering that you have a team of people ready to support your success.
- Joy and excitement from accomplishing something amazing.

What is the Return That my Staff Will Receive?

When your staff attend a firewalking event, they're doing something that they will remember forever. It is an exercise that will renew their energy levels and make them feel an incredible connection to you as an employer, to themselves, and to those that supported them throughout their journey. We've held many firewalking events in Sydney and around Australia, as a way to provide a breakthrough experience unlike any other, and we make every effort to ensure that the experience is meaningful and capable of improving your Return on Investment.

Training Options

90 minutes – 1/2 Day: The Breakthrough Firewalking Experience® can be held as a solo event or it can be integrated into your training course or conference. We can incorporate additional experiences which could include board breaking where we break through our limiting beliefs and fears. These events are led by Luke Ashcroft and a third-party company which is operated by Luke Ashcroft. Luke provides all waiver forms and you and your team will be outlined with the necessary safety precautions. Retreats and off-site team building days are excellent opportunities to grow as a team. If you want to have us lead an entire day event, then we encourage you to contact us. We can incorporate one of our other keynote talks or course workshops to add value to your team during the day.

Experience Option 3: Custom Team Building Experience

This workshop answers the question: “How can we take our team to the next level?”

Teams usually succeed or fail based on communication and trust levels. This interactive workshop will give your team the skills needed to communicate more effectively and resolve differences in an empowering and healthy way. Through carefully designed small group exercises, participants are guided to work through team challenges and find great solutions. Often, our clients want a more structured training that focuses on team effectiveness, leadership development or communication training. We weave our team building activities within your workshop/training. Team building is vital to reinforce the values and vision of the business/organisation and can really contribute to the overall culture of your team. When we design our Team Building Experiences we meet with your leaders and discuss the available options. Sometimes our team building focuses on culture or aspects of building trust, respect, raising morale, and bonding together. Let's face it, we all need to laugh and our team building really invokes laughing with each other.



We can also accommodate outdoor activities that can range from the Epic Life Values Game, The Breakthrough Lego Team Building Challenge®, Team Bonding activities, Board Breaking, Firewalking, Team Trust, and more. One of our favourite team activities is the Egg Drop Team Building Experience® which links in with our leadership training and the project management process.

Here are some ways our team building will benefit your team:

- Team building events create the environment needed to focus on the importance of teamwork and what is needed to make your team bond and excel.
- Learning how to work together effectively will create efficiency and knowledge on how to appreciate each other's strengths, values, and weaknesses.
- Team building also aids in building a high performing team with good communication (both verbal and non-verbal), leadership, bonding, fun, trust, and more.

These custom team building events fit really well with the Life Languages™ Communication Breakthrough Course® and the Leading Healthy and Cohesive Teams course®.

Call us and let us know what type of team building activity you want planned and we can let you know how we can make your team building experience engaging and unifying.

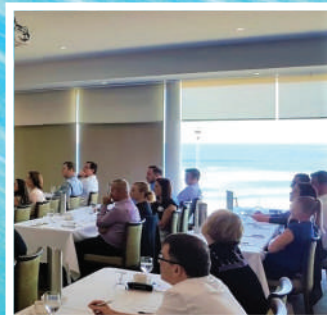
Team Building Options

90 Minutes - 1/2 Day: Custom Design. We will customise this team building to meet your needs. Please enquire.

1 day: Custom Design. We will customise this team building to meet your needs. Please enquire.



12-Month Programme Options



Option 1: The 12-Month Communication and Culture Transformation Programme©

Many teams will want more than a single workshop. If you are looking to transform your team culture we offer you this comprehensive programme for your organisation and teams. We will provide a full team culture and communication map and build a customised pathway for your 12-month journey with our training and coaching team.

Although this programme is customisable we have a few suggestions that are proved to lead to the culture transformation your team needs. This will include foundational 7 Life Languages™ workshops, and in-depth character and communication workshops. We will include conflict resolution/leadership development workshops and specialised one-on-one communication coaching with your leaders and participants. Your Managers and Leaders will become absorbed in Life Languages™ and the breadth of skills we provide. We will certify your HR Manager(s) or preferred Manager(s) to become certified to coach with the Life Languages™ and Lead internal workshops. At the end of the 12-months, your team will be equipped with Life Languages™ System of Communication and your intercompany communication and culture will be transformed.



You and your team will know each other's 7 Life Languages™ Communication Styles



Team members will become effective in their communication with others as they:



Answer the Filter



Meet the Need



Drive the Passion



Validate the Character

We will customise this programme for your group. Your culture transformation outcomes can be achieved in a number of ways. This programme will:

- Help your leaders and team members better understand themselves through the 7 Life Languages™.
- Help your leaders and team members understand others through the 7 Life Languages™.
- Create pathways to effective intercompany communication.
- Empower the people in your business or organisation.
- Help your leaders to be intentional in developing people.
- Increase sales and ROI.
- Decrease turnover.
- Decrease misunderstandings.
- Reduce conflict.
- Create diversity training that will eradicate sub-cultures within your company.
- And many more benefits.

Enquire to find out more about our 12-month Communication Culture Transformation Programme©. This in-depth programme will transform your team culture, character, and communication through one-on-one coaching, group training, and ongoing support. We will train your HR Manager or preferred Leader(s) to become Certified with Life Languages™. They will then be empowered with all of the skills and tools to be able to lead internal Life Languages™ Workshops and coach people in their organisation using the Life Languages™ System. This programme will immerse your team in the Life Languages™ as they catch the skills and natural behaviours of each communication style and become effective with their communication and character.

Option 2: The 12-Month Breakthrough Influential Leader Programme©

The focus of this programme is understanding and implementing key leadership skills and practices at every level of your organisation.

To achieve the goals of training, we follow these steps:

Step 1: Design leadership training content tailored to your specific business needs based on the breakthrough influential leadership technology that we have built. In the design, we will collaborate with you to learn what your leadership needs are. We will assess where there are strengths and where the areas of deficiency are. Every organisation and every team is different so this step is very specific to you.

Step 2: Introduce and train your leaders on the paths that we have set out in Step 1. We will meet with your leaders and train and coach them. In this step we may also develop effective tracks for “on the job training” of leaders. In this phase,

leaders take the principles and skills given in the training and apply these skills to their various roles. As much as 60% of learning takes place in this phase. This is still inadequate without the third step of The 12-Month Breakthrough Influential Leader Programme©.

Step 3: Work with your leaders in establishing a coaching and mentoring system. As leaders apply the material, it is important that they are mentored and coached so they develop to their potential. In this respect, it is true to say that leadership is more caught than taught. We will work with you to set up coaching and mentoring as needed within your team and we will also provide ongoing coaching and mentoring throughout the 12 months. We will meet with your leaders on a regular basis for implementation and coaching sessions. We can meet your leaders on location at their work or through zoom.us video conferencing.

Step 4: The character development and personal growth of a developing Leader is crucial if they are to reach their potential. Leadership training will include personal growth, self-awareness, dealing with negative or unhealthy behaviour, and the development of ethical leadership practices. We will introduce and train your leaders on universally accepted wisdom principles that will strengthen and deepen your leaders.



This 12-month programme will include the following outcomes:

- Teach your leaders the skills of high performing and influential leaders.
- Train your leaders to become complete as a Leader from the inside out.
- Your leaders will be able to identify their natural leadership and communication styles and will learn how to work with other leaders with different leadership styles in a complementary way.
- Advance with pragmatic competencies such as goal setting, problem solving, conflict skills, delegation, self-care and more.
- Lead with integrity and wisdom principles that will strengthen your courage, influence, and more.

Enquire to find out more about our 12-Month Breakthrough Influential Leader Programme©. This in-depth programme will transform your team culture by focusing on universal principles through one-on-one coaching, group training, and ongoing support. This programme will immerse your team with principles.

Option 3: The 12-Month Character and Principle Driven Team Programme©

Throughout this programme, you and your employees will become successful by developing principles in the personal and professional areas of character, vision, courage, and leadership. The extent of training and coaching can be customised to your company's needs. Here are some of the paybacks you will experience.

- **Character** – You will become a person of greater integrity and strength. Character will flow through you and your team as you will stand firm on your beliefs and not be swayed in wrong and unjust ways. People will know you to work hard and to be someone who is dependable, humble, and honest.
- **Vision** – You will have vision and insight into things of the future and, therefore, will worry less and be more prepared. There will be opposition in your life and your vision will allow you to see that there is always a way through the tough times and you will continue to persevere and move forward. You and your team will prosper as you cultivate your attitude, set goals and boundaries have an abundance mindset.
- **Courage** – You will look fear, doubt, and shame in the eye and rise above. You will be able to deal with conflict, confrontation, and criticism better and be a witness to the power of forgiveness and releasing judgments. With a strong stand on morality you will deal with pressure and live with conviction and strength.
- **Leadership** – You will have a better direction for your future and people will look up to you and want to be led by you. People will be inspired and influenced by you and you will excel at building others up, understanding, and listening to people. You will become a well-rounded Leader that others will want to follow.



Breakthrough Corporate Training is a partner with Global Priority. Global Priority is a worldwide movement of ethical leaders making a difference in society. Global Priority has successfully worked with people in 40 countries in governments, businesses, and communities who want to cultivate principle-driven people around them by providing exceptional character and culture training.

This 12-month programme will include the following outcomes:

- Educate, mentor and coach your employees to be character and principle driven.
- Teach them to feel responsibility for their own productivity.
- Ensure they learn how to embrace each value and utilize it in the workplace.
- Build a healthy culture where team members have trust, understanding, vulnerability and care for each other.
- Reach greater levels of financial success and have greater social impact.
- Cultivate Character in your Leaders and Team.

Enquire to find out more about our the 12-Month Character and Principle Driven Team Programme©. This in-depth programme will transform your team culture by focusing on universal principles through one-on-one coaching, group training, and ongoing support. This programme will immerse your team with principles.

Success Stories



"Scott led keynote talks in 10 cities around Australia to our Insurance brokers and teams and we are really happy with how he presented. He is an inspiring speaker and an effective communicator. He demonstrated his communication and engagement skills as he delivered his talks on authentically building rapport and trust..."

Glenn Schultz - General Manager at Austbrokers IBNA Member Services Pty Ltd

"The Coaching Training by Greg and Scott was excellent, very inspiring and practical. The feedback from the whole team was overwhelmingly positive. We really loved the way the coaching was delivered, the live coaching examples by Scott and Greg, the tools and their whole Keys to Effective

Valencia Taljaard - Senior Specialist Rehabilitation Clinician at NSW Health



"People were very open with Scott and the workshop. There was a lot of trust and people were prepared to share a lot about themselves and the issues that they are going through. The workshop and the tools provided helped our people gain the tools that they need to become happier and more productive..."

Scott Hawkins - Director, Aboriginal Services at Legal Aid NSW

"Scott and Rob were very personable and approachable and the experiential activities along with the training allowed me to feel supported as I explored love, humility, fear, pride and more. So, get Scott, Rob and the Breakthrough Corporate Training team to lead this programme as it will encourage you and your team into greater depths and more meaningful inter-relational connections..."

Lyndelle Taylor - Governance Coordinator at Transform Aid International



"Thank you Scott for your fantastic presentation at the Scotiabank Managers Conference. You made us laugh and you inspired us to get unstuck in life. Your values exercise was a great success and everyone had insights into what mattered the most to them. Your line 'I am amazing!' has caught on and everyone in the office is using it."

Joanne Fisher - Scotiabank Small Business Development Manager

"Scott has led multiple workshops on values, building healthy cohesive teams and Life Languages that have really impacted our business. The Life Languages program has been invaluable. My experience with Scott Epp has been empowering and transformational. It has been a positive investment, and we are continuing to integrate Scott and the Life Languages tool into our training and development..."

Kevin Bergeron - President & CEO at MiEnergy



"Scott and Greg presented a well-planned and organised team workshop that incorporated Team Building & Leadership. It was engaging, motivating & hands on. Highly recommended! Very happy with the training you created for us. It had paid off wonderfully with amazing feedback from our employees. Your effort & flexibility is greatly appreciated."

Hina Kapoor - Human Resource Manager at CDS Australia

"We had Scott and Nicole lead our church leadership team with Life Languages and it was so good for our team culture. Things have shifted even a few hours after the training where team members are really beginning to understand themselves and how they communicate. This is the best investment that we have made with our team since planting our church. It's so good for team unity..."

Lynley Allan - Lead Pastor at Catch the Fire Church Auckland



"We had a 'Life Languages' workshop with Scott from Breakthrough Corporate Training. It was so empowering for myself and our team to explore different communication styles and how we can better ourselves with our clients and families we work with. One thing that stood out for me is, why should we be 'good' with our communication when we can be absolutely 'GREAT' with our communication?! I highly recommend Scott - he is full of positive energy and so motivating!"

Funda Yolal - Director, Principal Psychologist at Tiny Terrors

Breakthrough Corporate Training Needs Assessment Tool©

Perhaps you are wondering where to start with team training. We highly recommend our Life Languages™ Communication Breakthrough Course© (Page 7) as a foundational starting point for teams. This tool will help you evaluate your team's needs. When entering the 'Difference column' you take the 'Current level' and subtract that number by the 'Required level'. For example if you score 'Your team with effective communication' at a 'Current level' as 6 and a 'Required level' as 9 then your Difference score would be -3 (6 - 9 = -3.) Once you have completed the Tool we recommend that you identify which areas are the most urgently needed for your team. Then look for our offering that most aligns with your team's needs. You can get an instant quote on our website. We would be happy to have a phone conversation or meet you at your location. Please find our details on the back cover.

Training Needs Assessment Conducted by:				
Competencies and Behaviours. With a 10 being the highest and 1 being the lowest please rate your team in each area. Put an N/A if the question is Not Applicable.	Current level 1-10	Required level 1-10	Difference (Current level minus Required level) +/-	Have you had Training in this area yet? Yes/No
Your team with effective communication				
Your team's ability to resolve conflict				
Your leaders with their leadership ability/strengths				
Your team's motivation toward goals/business outcomes				
Your team's strength to managing/navigate change				
Your team's strength with empathy and vulnerability				
Your team's ability to work together				
Your team's skills with goal setting and actions				
Your team's relational and interacting skills				
Your team's Coaching skills				
Your team dealing with confrontation and conflict				
Your team with high principles and character				
Your team's productivity/effectiveness				
Your team with understanding people				
Your team with wellness, fitness and health				
Your team with trust, approachability and rapport				
Your team with speaking skills, speeches, emceeing				
Your team with running effective meetings				
Your team building, morale and bonding				
Organisational Purpose, Values, Plan				
Individuals Purpose, Values, Plan				
Your team on running effective meetings				
Having team building experiences on-site/off-site				
Organisational purpose, values, plan and actions				
Individuals purpose, values, plans and actions				
Your team responding to criticism and correction				
Your team member's relationship with one another				
Your team's active listening skills				
Your team's members confidence and assertiveness				
Your team's attitude towards change				
Your team's clarity on the organisational goals				
Your team members work-life balance				
Your team's ability to plan ahead				
Your teams ability to adapt to organisational change				
Your team's ability to handle difficult people				
Your team's ability to accept different points of view				
Your team's ability to plan ahead				
Your team's personal development and growth				
Your team's ability to adapt to new leadership styles				



*Empowering Leaders and Teams to
Breakthrough and Achieve Their Potential!*

Home of *The Life Languages™ Communication Breakthrough Course©*

Training, Coaching, Speaking and Experiences on-site in Sydney, Australia and Internationally.

Principal Trainers – Scott Epp, Greg Beech, Luke Ashcroft, and Nicole Epp.

Call us at: **0481 307 778**

Get an instant quote or learn more at: www.breakthroughcorporatetraining.com.au