



SALLY FOLEY-LEWIS

I MAKE MANAGERS PRODUCTIVE, PROFITABLE AND PROMOTABLE

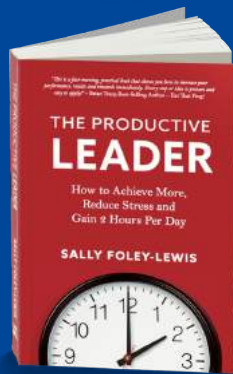
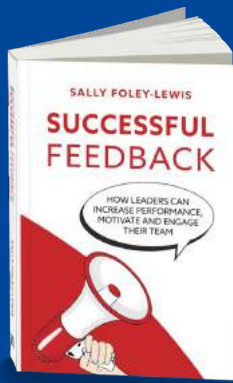
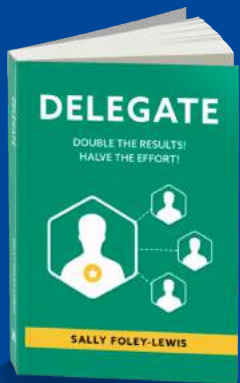
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Sally boosts productivity and self-leadership by helping people reach their potential. Obsessed with productive- and self-leadership, Sally positively impacts effectiveness, confidence and results.

A 2019 finalist for Australian Learning Professional of the Year; Bronze Stevie International Business Award recipient; Australian Sole Trader in the 2019 Australian Small Business Champion Awards; and named as one of the 25 LinkedIn Top Voices for Australia for 2018 for her thought leadership.

She has authored multiple books. Her book *The Productive Leader* has been endorsed by best selling author and personal development guru Brain Tracy.

Sally has presented to, and worked with 10,000+ managers and leaders from medium sized to global organisations in Germany, Middle East, Asia and across Australia. She has extensive qualifications, a wicked sense of humour and an ability to make people feel at ease.

Sally's your first choice for mastering skills, facilitating action and achieving results.

Sally was the MC and presented at a skills forum. Sally's engagement with the participants was a delight to watch and equally to experience. The content of her session was high quality and demanded attention. Her humour and warmth made her presentation very memorable.

- Frances Cahill, Communication Specialist

Sally presented for our team. Brilliant! If you're looking for someone to turn on some light bulbs around productivity, look Sally up!

- Marilyn Davies - Harcourts



SALLY FOLEY-LEWIS

BOOK CLUB
FOR PROFESSIONAL DEVELOPMENT





2020 TOPICS



Sally is the best! I was lucky to work with her on the Productive Leader Seminar in Kuwait. One of the most cooperative and professional speakers I have worked with. Not only she is engaging, knowledgeable and interactive during the seminar, but also she is a smooth communicator, understanding and modest when dealing with others. She was very present and responsive from the first contact and contributed in making a very successful event with a very high clients' feedback. I am glad I had the opportunity to work with her and will never hesitate to work with her again whenever there's an opportunity.
-Abdul-Quom Ali, Vigor

CLIENTS INCLUDE:

AIBB
AICM
ALPMA
Abu Dhabi Airport Catering
ADCO
AusPost
Executive Assistants Network
Early Childhood Teachers Assoc.
First Gulf Bank
FIA
Griffith University
Kuwait Bank
McCullough Robertson Lawyers
PMI-Australia
PMI-New Zealand
Qld Health
QANTAS
Qld Law Society
Smit Lamnalco
TAFE NSW
Woolworths
Vigor Enterprises Kuwait

P.U.M.P. - Pump Up My Productivity

How to be a more productive leader.

It's a cruel irony that in a world of immense connectivity, we feel increasingly disconnected and unproductive. Incessant emails, phone calls and social media alerts steal precious productive and personal time. It seems impossible to switch off distractions and switch on focus and action, the right action!

Your audience will:

- Instantly boost productivity by up to 40%.
- Identify time wasters and how to remove them.
- Understand the importance of goal getting rather than goal setting.
- Take back control of their day.
- Master essential people management skills that can directly impact team and leader productivity.

Aligned with Sally's book *The Productive Leader: Achieve More, Reduce Stress and Gain 2 Hours Per Day*.

Self-Leadership: Unleash Your Personal Power!

A fun and interactive presentation that helps your people identify their blocks to success, understand healthy boundaries, rid imposter syndrome, and build networks and confidence in order to be more effective and productive contributors to the organisation. This is no ordinary session, super heroes will be unleashed!

Your audience will:

- Learn how to identify and align their top values to their work and organisation/business.
- Rid their imposter syndrome so they can amplify their value and visibility.
- Boost their personal power and confidence to speak up and take a seat at the right table at the right time.
- Identify and set healthy boundaries.
- Unleash their super powers.

Making Managers Productive, Profitable and Promotable

The key skills every manager needs to lead.

Managers need to master essential people management skills as they shift into leadership. From task to team; from individual contributor to being responsible for others results; to add team leadership to self-leadership.

45 min or less presentation - The Big 3! (3 skills covered)

60min or longer presentation - The Big 5! (5 skills covered)

Your audience will:

- Grasp the need to balance task and team, own workload and team performance.
- Discover the value of clear expectations and the cost of assumptions.
- Learn how to drive performance through effective, fast and open feedback.
- Find out how delegating properly can develop, engage and empower.
- Discern when to ask and when to tell.
- Lead more effectively when they have less answers and more questions.



DELEGATE: Double the Results! Halve your Effort!

Delegation is one of the most easily accessible yet rarely utilised tools for improving on the job development, productivity and profit.

Your audience will:

- Identify and rid their roadblocks to delegating.
- Learn what delegating really is and what it really isn't.
- The three secrets to delegation success.
- The delegation map and how to follow it.
- The 9 step model to delegating confidently and successfully every single time.

Aligned with Sally's book *DELEGATE: Double the Results! Halve the Effort!*

Flipped Feedback

How Leaders can increase performance, motivate and engage their team.

Giving and receiving feedback can automatically trigger anxiety, defensiveness and stress for both the giver and receiver. In one study only 8% of companies surveyed believed their performance management process is highly effective in deriving business value. Flipping feedback equips leaders to hold effective feedback conversations that increase performance, boost motivation and engage their team.

Your audience will:

- Understand what feedback conversations really are and what they shouldn't be.
- Learn the deeper value of feedback through the 4 A's.
- Reveal motivators and demotivators that can impact performance.
- Take away the structure and confidence to guide any feedback conversation.
- Learn the one essential secret to change happening post feedback conversations.

Aligned with Sally's book *Successful Feedback: How Leaders Can Increase Performance, Motivate and Engage Their Team.*

The Answer Is In The Room!

A fun, high energy closing keynote! By attending your full event, Sally then delivers a high impact experience that weaves the conference themes and high points into an interactive presentation to close out your event.

Your audience will:

- Remember your event for years to come, confirming the feeling it was all about them.
- Strengthen networks made during the event.
- Set themselves up for success through goal getting not just goal setting.
- Create an action plan that ensures the learning sticks and has accountability.
- Leave energised, inspired and ready to take action.

Sally is a joy to work with. I have had the pleasure of working with Sally both as a coach and in a training capacity. As a trainer Sally is full of energy, engaging and incredibly creative. She brings the best out in people and keeps the enthusiasm in the room, even in the face of a tough audience. Her ideas for our away day were brilliant, on budget and enjoyed by everyone who participated.

- Sarah Green, Regional Marketing Manager



Sally recently spoke at our Teachers Matter Conference in Brisbane. She was fantastic; knowledgeable, engaging and skilful. She led our teachers through understanding their personality types and that of others, to ensure they have the skills to work together productively in teams. Participants laughed, learned and had great aha moments. Thanks for being a joy to work with, entertaining, organised and fun!

- Karen Tui Boyes CSP



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5 REASONS TO BOOK SALLY

1 Pre-event: I work with you / your event organiser to ensure I am the best person for your needs, researching your industry thoroughly I ensure your people hear the right message. I work with you to create relevant pre-event collaterals that create a buzz.

2 A customised masterclass or workshop delivered in addition to a keynote speech at your conference or meeting will further embed learning.

3 I'm easy to buy: I provide an all inclusive quote/invoice. The aim is to make your life easier, events are complex with multiple moving parts. I take care of my logistics so you don't have to. I arrive early and will, where appropriate, stay on to network with your people, sponsor/s and key stakeholders. I'd be delighted to work with your team on any promotional activities for you event. Providing your attendees with copies of my books will attract a bulk order book discount, let's chat.

4 Where a sponsor will cover speaker fees, I provide the sponsor's organisation with a customised in-house presentiaotn as a thank you for their contribution and support for your event.

5 Post-event: I will debrief the event with you and provide additional resources to support action and extend the event experience and learning.

QUALIFICATIONS

- BA Leisure Studies
- Grad Dip Management
- Dip in Career Guidance
- MBA - Organisational Development and Strategic Leadership
- Cert IV Workplace Learning & Assessment
- Cert in Coaching and Executive Coaching
- Belbin Team Roles
- Conflict Dynamics Profile



AWARD WINNING EXPERT



I had the pleasure of attending Sally's session at the EAN Conference in Melbourne. Sally is personable, knowledgable and extremely engaging (not to mention very funny!). Sally has a real knack of getting people in the room to focus and pay attention. I am not a fan of audience participation but I would've done whatever she asked of me. I couldn't recommend her enough. Bravo!
- Nick Ginsburg - Monash University

I couldn't recommend Sally highly enough. Sally took our after lunch session of our National conference and got the group really going. She was engaging, developed relationships with individuals within the group and even more impressively arrived early to watch our key note speaker to ensure some continuity in the presentations.
- Kiarni Morgans - Qld Team Lead LJ Hooker Avnu

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