

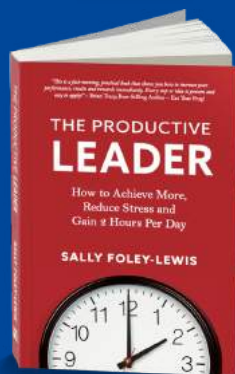
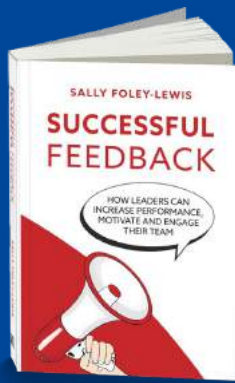
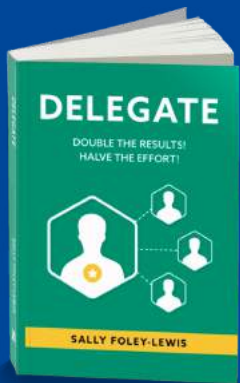


# SALLY FOLEY-LEWIS

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

## CONTACT

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**Productivity loss** is a **\$A12 billion dollar annual** issue as reported by The Black Dog Institute. With people spending, on average, 1 day per week searching for information; and managers having the highest average (72 hours per week) of actual hours worked of all major occupational groups, it's critical to support the productivity, self-leadership and leadership development of your people.

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.

She is a global award winning professional speaker and facilitator, and has authored multiple books. Her book ***The Productive Leader*** received an endorsement from the renowned global personal development guru Brian Tracy. The drive to support and skill managers comes from her own senior leadership experiences. Sally delivers presentations, keynote speeches, workshops and coaching - all online and face-to-face - to help skill managers, boost productivity and self-leadership.

Sally has 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 engage and inspire while making 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.

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

- Frances Cahill, Communication Specialist



# 2021 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



## SOME OF SALLY'S CLIENTS INCLUDE:

AICM  
Abu Dhabi Airport Catering  
ADCO - Abu Dhabi  
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  
The CSL Group  
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*.

## SPARK: Fire up your confidence, influence and courage through Self-Leadership

A fun and interactive experience that helps your people identify their blocks to success, understand healthy boundaries, rid imposter syndrome, increase confidence, and build strong internal and external networks 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.
- Amplify their voice and visibility to 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.

### 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.

Aligned with Sally's *Management Success Cards*: 65 management skills coaching cards.

## DELEGATE: Double the Results! Halve your Effort!

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

### Your audience will:

- Identify and rid their roadblocks to delegating.
- Discern 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.
- Discover 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.
- Identify 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.*

## Stepping Up

Every day we are given a choice: see a need and decide to ignore and hope it will go away or decide to act. Stepping up is empowering and helps everyone to deliver excellence. In this dynamic program, participants will see how more empowered they are to contribute in driving performance and growing the business when they decide to step up.

### Your audience will:

- Align their values with the organisation's mission and values.
- Understand what responsibility is and how it empowers everyone.
- Realise a structure for daily problem solving.
- Set themselves up for success through goal getting not just goal setting.
- Explore the damaging effect of excuses, lack of involvement and lack of clarity.
- Discover the power of speaking up, questions and active listening for positive behavioural change.



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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## Manage UP

All too often managing up focuses primarily on understanding the manager and their style of working, leading and communicating. To manage up successfully professionals must pay attention to three related factors;

1. deepening your understanding of yourself in your work role,
2. understanding your manager's role, and
3. appreciating their working style.

Investing time in understanding others is always valuable but stopping short at that point exposes you to missing key opportunities for being seen as reputable, sociable and knowledgeable: an influencer, in the eyes of those who can determine your next promotion or pay rise.

Like Simon Sinek's golden circles where why is far more central and critical to engaging others before expanding into the what and how; to manage up successfully, start with you. Amplify your visibility, voice and value so that when you learn more about your manager and their style, you are better equipped to relate, to speak up, to step up, to play a bigger game: to get a yes from their manager.

Take away the key tips and strategies to help you manage up including quick and easy ways to be more visible, speak up and own your personal power. Identify what you need to do to understand your manager's role and style in order to appreciate and anticipate.

### Your audience will:

- What it really means to manage up.
- Explore the three areas to focus on to be your manager's first choice for advice and opportunities.
- Identify the three career enhancing outcomes from managing up successfully.
- Discover what you need to understand your manager's role and why you should learn this.
- What you can do to identify your manager's style quickly and easily.

I had the pleasure of attending Sally's session at the EAN Conference in Melbourne. Sally is personable, knowledgeable 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!

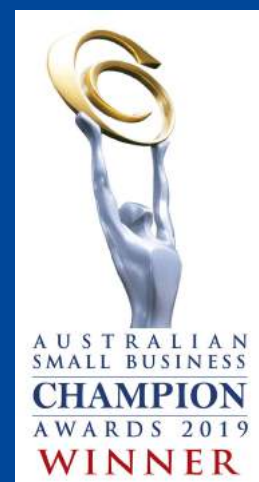
- Nick Ginsburg - Monash University

## QUALIFICATIONS

- MBA - Organisational Development and Strategic Leadership
- Grad Dip Management
- BA Leisure Studies
- Dip in Career Guidance
- Cert IV Workplace Learning & Assessment
- Cert in Coaching and Executive Coaching
- Certificate in Confidence Coaching



AWARD WINNING EXPERT



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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