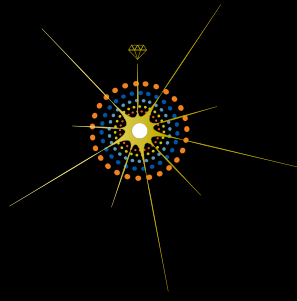


Popular Workshops & Training

'Mark met the standards set by the Learning and Development team. His experience as a keynote speaker and his charisma, spark, and energy captured our team and his understanding of adult learning kept their attention for the entire day — and they even left wanting to learn more.'

Pedders, Learning & Development Manager

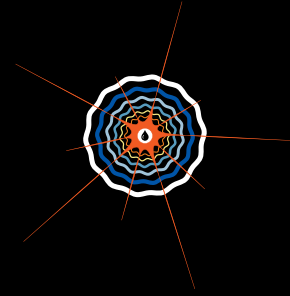
www.markcarter.com.au
info@markcarter.com.au



5C MODEL

Talent development and leadership tools

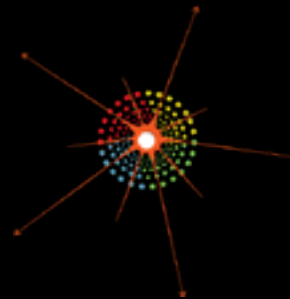
- > Confidence, Challenge, Creativity, Coaching, Culture for individuals & business
- > Continual learning tools including strategy, innovation, retention & performance



FLOW

Coaching capabilities

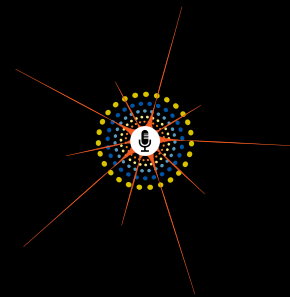
- > FLOWING coaching conversations, delivering feedback to EVOLVE & 3 types of goals
- > Effective one on ones, difficult conversations & eliminating biases



PROFILING

Behavioural sciences and communication

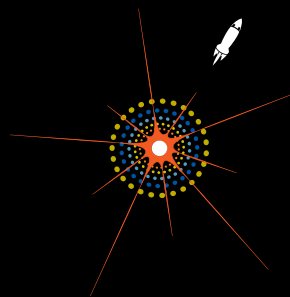
- > Tri Metrix, DISC, MBTI, Motivators, EQ, EQ 360 and NLP
- > Behavioural tools for collaboration, communication, leadership, sales & conflict resolution



ORATOR

Presentation skills

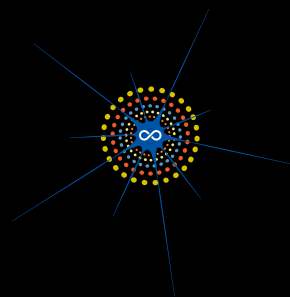
- > 7 Voice & body language influences & 7 essential elements of design & delivery
- > Storytelling techniques, audience engagement and authentic presentation styles



ROCKET

Sales, account management & customer experience

- > Differentiation, 5 triggers of sales & story-selling techniques
- > Sales preparation, value discovery, negotiation skills, objection handling and end to end sales skills



POTENTIAL

Unlocking team performance and motivation

- > Actionable tools for operational efficiency, productivity, consistency and collaboration
- > Change management, adaptability and building resilience