

RESILIENCE

LEADERSHIP

CULTURE



STEVE SHARP

“DISCRETIONARY EFFORT IS YOUR HOLY GRAIL!”



POSITIVITY ATTRACTS POTENTIAL STORY



EFFECTIVENESS DEMANDS EMPATHY



DISCRETIONARY EFFORT



KEYNOTE THEMES AND TAKEAWAYS

PEOPLE ARE TIRED AND STRESSED OUT BUT THE PRESSURE KEEPS COMING

Are you worried about your people's wellbeing?

| Everyone needs to be able to manage stress and starve off burnout, and help their team mates do the same.

Never give up. EVER!

YOU HAVE POCKETS OF BRILLIANCE BUT GETTING CONSISTENT PERFORMANCE ACROSS THE BUSINESS IS HARD WORK

Concepts, frameworks and theories are useful, but it's the daily habits of your people that will mean the difference between ok and outstanding performance, consistently.

| It's got to be clear and it's got to be doable, every day, all the time.

People will always get to choose who they follow.

A man in a blue blazer and black t-shirt is speaking on a stage, gesturing with his right hand. The background is dark with a green curtain on the left.

KEYNOTE THEMES AND TAKEAWAYS

PEOPLE ARE OVERWHELMED WITH CONSTANT CHANGE BUT NEED TO KEEP PUSHING FORWARD

Are your people struggling with the constant change and uncertainty at work and in life today?

| Teams need to minimise human threat response in the workplace environment. This means developing calmness in the face of chaos.

Your positivity attracts potential.

THE ONLY THING COMPETITORS CANNOT REPLICATE IS YOUR PEOPLE, AND THE ENVIRONMENT YOU CREATE

Are your people getting so caught up in the 'things and processes' of work that they forget what really drives performance?

| Connection and collaboration drives commercial performance. Creating an environment where connection and collaboration are the priority will mean the difference on the bottom line. Your customers will feel it and want to keep coming back!

If you are not good at the 'fluffy stuff', your effectiveness ain't good enough.



LEADERSHIP TEAM MASTERCLASSES

Masterclasses can be tailored to timeframes from 1 hour to 2 day sessions

PSYCHOLOGICAL SAFETY IS THE ROOT CAUSE OF EMPLOYEE ENGAGEMENT AND PERFORMANCE BUT YOUR TEAMS DO NOT UNDERSTAND IT

Are you struggling with helping your teams drive employee engagement?

| Give leaders the knowledge, insights and skills to tackle employee engagement at its root cause and their effectiveness will sky rocket. Your customer's satisfaction depends on it!

Psychological Safety is the root cause of human engagement in anything, anywhere, anytime, with anyone!

THE 3 LEADERSHIP HABITS THAT DRIVE HIGH PERFORMANCE, HOWEVER YOU MEASURE IT

Give your leadership teams the blueprint that will create environments where more people choose to give their discretionary effort consistently, everyday

| If all leaders across a business focus each day on establishing connections, providing clarity and developing capability, any measure of success that is the focus, will lift over time.

Discretionary Effort is Your Holy Grail

ABOUT STEVE

RESILIENCE | LEADERSHIP | CULTURE

DISCRETIONARY EFFORT IS YOUR HOLY GRAIL!

People are not the greatest asset to businesses. People have been destroying businesses and performance for years. It's the collective mindset, habits, and behaviors of people that can be a business's greatest asset. The one thing every business is trying to cultivate, whether they know it or not, is Discretionary Effort. Discretionary Effort is when people choose to go above and beyond what is expected of them when no one is watching. Environments change people. Those businesses that curate environments that people want to turn up to every day and choose to give their Discretionary Effort will outperform those that cannot.

Steve inspires people to curate environments where others bring their 'whole self' to work and create high-performing teams in times of change. He does this through high energy and fun aha moments along the way.

Steve is an experienced Speaker and an Australian Financial Review Young Executive of the Year. He has over 20 years of experience leading and managing large teams and has facilitated over 300 leadership development and high-performance culture masterclasses. Steve's sessions are full of actionable insights in everyone's daily life and will give people a laugh along the way.



WHAT THEY SAY

"Your session was absolutely fantastic and the feedback from our brokers was that it provided great tools to deal with stress and burnout. Thanks again SS"

Andrew, National Director, LMG

"Steve's method of presenting the leadership framework is spot on and at the right level. It works!!! For me personally - it was great to see the energy and engagement in the room. I got a great deal out of the course"

Gary, Hyne Group

"Steve offered a new perspective on office dynamics, and how psychological safety and connection in the workplace are ultimately the greatest antidotes to a toxic culture and burnout. If you want to inspire, motivate, and upskill your people, I highly recommend getting Steve Sharp, in front of your people!"

Jody, Director, Talentpath

"Sharpie's ability to cut through to the issues in such a practical way was mind blogging! He did it in a way that brought us closer together and more connected than ever!"

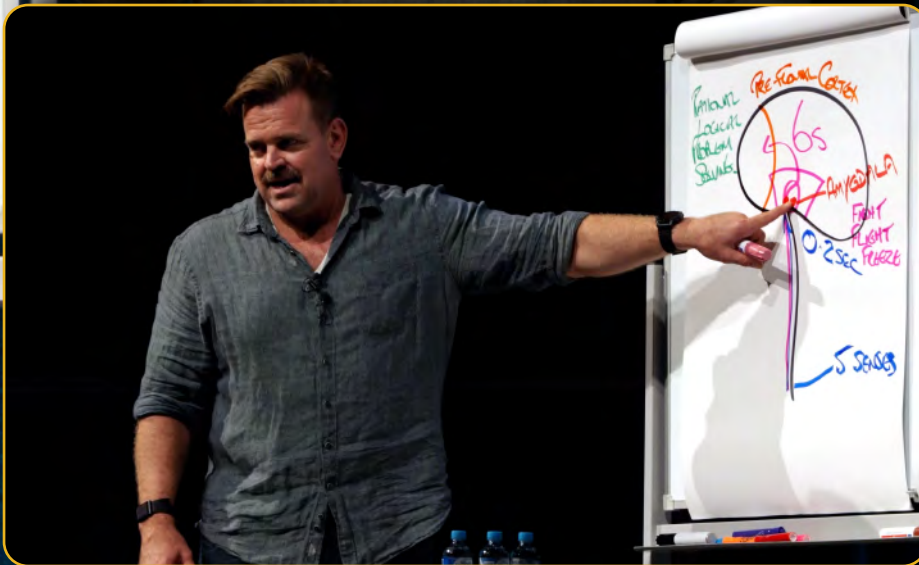
Andrew, Executive, NAB

"We extend our heartfelt gratitude to Sharpie for his brilliant guidance and expertise and would absolutely recommend him to any type of organisation. Our teams are motivated and united, and we had a whole lot of fun along the way!"

Bryce, Director, Ufinancial

"Hi Steve, I attended your workshop at the recent LMG growth summit in the Gold Coast. I found your presentation incredibly helpful in understanding the "way I work". Thank you for your easy to follow, easy to understand guidance on my "brain"!!!!"

Andrew, LMG Conference



STEVE'S APPROACH

Steve believes in customising each of his keynote speaking engagements to the needs and nuances of his clients. This is why, as part of his fee, he will spend up to half a day prior to the event to get to know his client and their business. He will meet with employees and 'walk the halls' if it is permitted. He will get to know the vision, values and behaviours of the client so as to customise his presentation to ensure a far more meaningful message.

Steve doesn't swan! He also offers to stay for the remainder of the day or night to meet and greet the audience and make himself available for one on one conversations to further help embed the message. Finally, Steve will arrive early to the engagement and help the event organisers where possible.



SHARPEN YOUR BUSINESS SUCCESS

STAND UP! SPEAK UP! How psychological safety levels in teams predicts engagement and customer satisfaction.

HUMILITY DEFINES HEROES How curiosity builds trust. Its not about you.

AUTHENTICITY ALWAYS How being vulnerable changes the environment around you.

RECOGNITION DRIVES REPETITION How recognising great behaviour reinforces its repetition.

POSITIVITY ATTRACTS POTENTIAL How being productively positive creates calm and safety in the enviroment.

EFFECTIVENESS DEMANDS EMPATHY How recognising other's emotional state in all interactions changes the outcomes of conversations and relationships.

NEVER GIVE UP. EVER. How personal resilience is fundamental to todays leader's kit.

STEVE TRAVELS FROM:

BRISBANE OR CAN PROVIDE A WORLD CLASS VIRTUAL STUDIO FEED

ENQUIRY PROCESS

1. CHECK AVAILABILITY

Contact Steve at steve@stevesharp.com.au or +61 478 881 832

2. REQUEST A PROPOSAL

All engagements are quoted individually and after a chat with Steve you will be provided a customised proposal, including speaker fees and travel expenses.

3. APPROVAL AND PAPERWORK

The date is locked in, a contract issued and a deposit paid to secure your date.

4. PRE-EVENT PROCESS

We can provide any assistance with promoting your event, including the production of a teaser video to go out to your delegates. We will also have a detailed briefing and Steve will conduct mystery shopping and industry research where applicable. We also manage all travel and logistics to save you time and hassle.

5. POST-EVENT


We will have a detailed de-brief and Steve will provide a resources pack for your delegates to extend the learning.





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