



INTERNATIONAL
CONSULTANTS TO BUSINESS



EXECUTIVE, MANAGEMENT & STAFF TRAINING

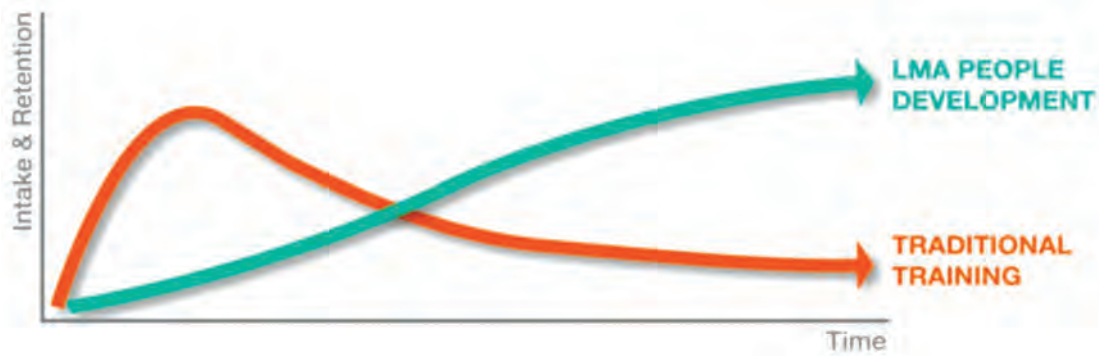
International Consultants to Business (ICTB) have established a strong relationship with **Leadership Management Australia (LMA)** over a number of years. We believe their dynamic training and development courses will improve your organisation's productivity by improving your people, making them more organised and productive, better communicators and better equipped to resolve issues. By developing this performance edge, they naturally become better managers and leaders, whether this is through team, personal, sales, management or leadership development. As each course commences, visible improvements will be immediate, providing instant results with long-term benefits.

The range of highly successful LMA courses are –

Click on the course that is most relevant now

- ☐ [The Performance Edge](#) – assists participants in a leadership role to improve their personal performance and the productivity and performance of those who report to them. It assists participants, who are not in formal leadership roles, to improve their own personal productivity and help them to provide a greater contribution to their team.
- ☐ [The Sales Edge](#) – is designed to apply to all levels of sales experience and it produces measurable results quickly. It challenges participants to further develop their skills their attitude and their sale edge to achieve greater results. The course visits the core elements of a successful sales process and provides valuable and practical tools to assist participants in achieving and exceeding their sale targets.
- ☐ [Success Strategies for Team Leaders & Supervisors](#) – is designed to assist team leaders and supervisors to adapt to their role of leading a team to achieve specific outcomes. It develops their leadership and supervisory skills and equips them for greater success in their role.
- ☐ [Challenge of Leadership](#) – provides supervisors and managers with the skills to lead and manage individuals within their teams to achieve greater individual and team performance and results. Participants will show their potential for future promotion as they complete a significant workplace project during the course.
- ☐ [High Performance Management](#) – enables managers to develop their leadership and management skills, to create a high performance environment and develop their direct reports' leadership skills. It covers the more strategic structure and nature of organisations and focuses the participant's efforts on leading departmental change and performance.
- ☐ [Effective Team Development](#) – assists forward thinking teams to develop more of the unfulfilled potential of both the individual members and the group as a whole. Teams develop a successful team environment and achieve effective team goals.
- ☐ [Leading and Managing for Results](#) – provides leaders and managers with solid foundations to build organisational growth through improved personal performance and productivity. The Leading and Managing for Results course is suitable for middle managers who are either new to the role or who have a couple of years' experience.

LMA's Process - Development vs. Training



Participants and their organisations can expect to experience results such as:

1. Increased performance and productivity
2. Improved leadership skills
3. Better communication between departments
4. Enhanced business planning
5. Improved employee attitudes
6. Increased profits
7. Attraction and retention of better people
8. Increased sales
9. Improved morale
10. Better personal communication skills among management team
11. Expansion and growth
12. Improved culture and working environment.

The immediate flow-through effect on your entire organisation should not be underestimated. With higher morale, higher job satisfaction, higher productivity and higher profitability, LMA know you'll be pleasantly surprised.

This is for all business leaders intending to invest in themselves, their staff and future business growth.

Your people determine the success of your business. Of course people are not tools. They're unquestionably more important. But while most organisations invest in maintaining and upgrading their tools and equipment as a matter of procedure, they falter when it comes to affording their people the same attention.

At a time when industry in Australia and New Zealand is finding it increasingly difficult to attract and retain talent, investing in the people you already have is not only wise, it's crucial.

LMA will improve the productivity of your organisation by improving your people, making them better organised, better communicators and better equipped to resolve issues. By developing this performance edge, they naturally become better managers and leaders. Visible improvements will be immediate, providing instant results with long-term benefits.

Yes - We would like to discuss how we can **upskill** our staff.

Name

Email

Phone



Garry Prigg
FOUNDER AND CEO
International
Consultants to Business

"These courses will be invaluable to business owners and their staff to upskill on specific business training needs."