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**PHONE:** 0508 238 268  
**EMAIL:** [info@advantagebusiness.co.nz](mailto:info@advantagebusiness.co.nz)  
**POSTAL:** PO Box 100-171 North Shore Mail Centre 0745  
**DELIVERIES:** Head Office; 8A Piermark Drive, Albany 0632

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[www.advantagebusiness.co.nz](http://www.advantagebusiness.co.nz)



ADVANTAGE  
TRAINING

LEARN • APPLY • CHANGE • GROW

#### HOW ADVANTAGE TRAINING WORKS FOR YOU AND YOUR BUSINESS

- Coach Me learning options are available in 12 topics
- All training is delivered by experienced Facilitators and accredited Business Advisors, and so they also understand Business Owners and their needs
- In every workshop participants create an action plan to enable them to transfer their learning into the business in a meaningful and effective way
- Costs include an additional 1.5 hour follow-up session, with the course Facilitator, to help embed the learning
- Courses can be customised and delivered in-house or externally
- Some public courses are available - ask for more information about what's happening in your region

#### WHAT TO DO NOW

If you think you may know what learning experiences are needed to help improve your business, choose from the 12 topics listed and call us to find out more.

Or, call us to ask a Business Advisor in your region to contact you, to help you work out the right options for you and your business.

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# COACH ME LEARNING SUITE



*“Are you ready for a change?”*



## 1. LEADING A WILLING TEAM

For new or existing business Owners or Managers to help the development of fundamental leadership skills, to establish Accountability, Direction and Culture, and to grasp how the impact, when implemented, can drive profitability and success.

## 2. ANYTHING I CAN DO, WE CAN DO BETTER

Team training for business Owner and Teams, to identify the state of the team culture and expose areas for improvement and collectively create goals and objectives. Create a team identity with actions for implementation to improve team effectiveness and business productivity.

## 3. SMART FINANCE

For business Owners and Managers. The Cash Conversion Cycle is the focus of this course, understanding where cash gets stuck and how to move it. Improve financial performance, understand financial benchmarking and create more profit.

All in simple English - accountants speak is banned from this course!

## 4. MOMENTS OF TRUTH

For business Owners/Managers/Teams, looking to create exceptional Customer Experiences. Learn a simple process based around real life experiences, that can be easily transferred into any business and increase sales opportunities.

*“We listen to understand your goals, and will recommend the right learning experience to help improve your people and your business.”*



## 5. GOOD GOVERNANCE

For Owners and Directors of business who want to gain a better understanding of Governance and its impact when carried out effectively. This course is aimed at those who have little or no understanding of the role of Governance



## 6. SELLING VALUE, SELLING BETTER

For business Owners to increase sales opportunities by improving confidence in selling the value of what a business offers, and how to build a sales pipeline and system to manage it to improve the bottom line.

## 7. THE DAY THAT GOT AWAY

For business Owners and Managers who need to create more time in their life. Understand how to overcome issues managing time, deal better with pressure, to add value to a business and break old habits.

## 8. MANAGING MEETING MADNESS

For business Owners and Managers to create more effective meetings and to achieve meaningful outcomes. Learn how to manage and motivate people successfully during meetings, and how to allocate tasks that will be performed.

## 9. IT'S NOT JUST WHAT WE SAY...

For business Owners and Managers who need better communication in, and across, their business. Understand individual communication styles, how to develop individual skills to communicate better, and how to transfer messages to a team and establish an open, honest culture.

## 10. SMART PLANNING

For business Owners who need a simple business plan. Understand how to create a 90-day plan that prioritises ideas and one that cannot fail to be implemented. Think ahead and develop 12-month personal and business goals.

## 11. FINDING THE MIDDLE GROUND

For business Owners and Managers. With just a little understanding and a good negotiating system, business owners and management can transform communication skills and create higher staff, customer and supplier engagement – resulting in stronger relationships and higher business performance.

## 12. NEW YORK, PARIS, BEIJING?

For business Owners thinking of exploring overseas business opportunities. A practical guide to assessing the right product/service, carrying out the market assessment, opportunity analysis and deciding whether exporting is the right choice.

Get ready for the change and call Advantage Training today on **0508 238 628**