

Do you have leaders ready for the next challenge?

# Leading Edge

FACILITATED EXPEDITIONS FOR  
LEADERSHIP SUCCESS

## Unlock Leadership Potential

For more than 27 years, Sales Shift has been driving transformative change in organizational leadership, enhancing both the effectiveness of leaders and the overall leadership culture within businesses. Our flagship program, Leading Edge, stands as a testament to our commitment to making organizations more 'leaderful' and leaders more impactful.

 **SALES  
SH/FT**  
Team & Leader

*"I really enjoyed challenging myself on the high ropes - the interactive challenges were extremely helpful to see what we had learned put into practice."*

LEADING EDGE

# Your Path To Future-Focused Leadership

Our Leading Edge Expedition is not just a training activity; it's a philosophy aimed at nurturing leaders for the future. Centred on personal development, it empowers leaders to evolve individually, as team members, and as effective contributors to an organization's growth.

This continuous improvement journey encompasses personal coaching, blended learning, team experiences, and impactful expeditions anchored by inspiring and insightful 'metadventure' stories of success.

## The Evolution of Leadership Development



In a landscape filled with traditional leadership development approaches that often fall short and are not transferrable back in the workplace, we're pioneering a revolution in leadership development.

We believe in evolution beyond training, ensuring leaders are not only equipped for present challenges but are also prepared for future ones.

## Tailored For Growth

Our expeditions are meticulously crafted to suit your organization's unique needs. Ideologically driven leadership learning, combined with experiential activities, forms the bedrock of each expedition.

This tailored approach empowers teams and individuals to move towards achieving their full potential.

By fusing theory with proven experiential learning techniques, we breathe life into models, enabling participants to transition from understanding to practical application.

Our expert experiential learning instructors, state-of-the-art equipment, and diverse resources, including High Challenge Courses and outdoor activities, ensure an immersive learning experience.

## The big "S" in your ESG Plan



Your social responsibility as a business today is more critical than ever. Each Leading Edge Expedition positively impacts your employees and several external communities.

For example, we employ young REACH facilitators to develop their craft further. Righteous Pups hilariously challenge participants in experiential activities. So be assured when considering your impact on Social Governance as part of your ESG Plan, Leading Edge delivers in the workplace and the wider community.

# The JOURNEY



## Invite

Month 1

**Select & invite** your leaders to participate in the expedition. Their acceptance builds ownership and a commitment to the program.

## Pre-work

Month 2

All participants are required to complete **pre-work tasks** to form a solid foundation for the work to come. It is also an opportunity for personal reflection before the journey starts.

## Launch

Month 3

The launch, or "**Kick Off**" event, brings all participants together to meet one another and their guides over a meal and drinks. The Shackleton "Leadership At The Edge" story forms the inspirational starting point.

## Residential 1

Month 4

The 2-day residential program covers '**leadership generics**' & includes examining the functional preferences of participants. Experiential activity & other key learning modules unite the team for the shared journey.

## Residential 2

Month 5

The 2-day residential program covers '**leadership specifics**' & includes more experiential activities. It also signals the commencement of the personal coaching program & the Linking Leader Profile assessments.

## Resilience

Month 6

The one-day **resilience workshop** explores the tools and techniques for developing resilience in our own leadership and of the people they will lead.

## Project

Month 7

The one-day workshop covers the concepts, tools and strategies for effective design and delivery of a **Strategic Change project** within the company in which they will use and test their new leadership skills.

## Implement

Month 8

Participants will apply their skills to leading the **8-week project** for effective and positive change that supports the business direction and strategy. Personal coaching continues to support participants.

## Celebration

Month 9

The conclusion of the expedition is a **special half-day celebration**. Participants will present their project and explain its impact on the business to the company executive. Drinks & and dinner are shared.

# Find your Leading Edge



Join Sales Shift in their commitment to empowering leaders to lead with vision, resilience and efficacy.

Shape a brighter future for your organization through a Leading Edge Expedition.

Together, we ascend to new heights of leadership excellence.



## Take the first step

**Are you ready to unleash the full leadership potential of your leaders?**

Take the first step towards a future filled with leadership growth, unity, and triumph. Call us today to book your Leading Edge expedition briefing and embark on the journey of a lifetime with you and your team.

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*"I extend my heartfelt gratitude to Mike, Ron, and Josh for their insightful leadership guidance, which transcends both professional and personal spheres. The residential program pushed me beyond my comfort zone, and through your unwavering belief, I achieved success. Forever thankful. xx"*