



# The Ultimate Area Leader Program

## Gold -Melbourne

The Ultimate Area Leader - Gold will provide a forum where Area leaders can connect, learn and grow with others within the Retail Industry.

### The Ultimate Area Leader - Gold is suited to retailers who:

- Have a smaller state based Area Leader team
- Would prefer to select specific Area Leaders to participate in the program

By creating a cohort of like and unlike minded Area Leaders who meet regularly, The Ultimate Area Leader - Gold program will bolster onto current capability and accelerate leadership and performance by providing a space to learn and grow as a group, on one journey, sharing the diversity of experience and skill.

This program takes place over four months each with an overarching theme and focus specific to the Area Leader role. Each workshop is facilitated face to face in Melbourne from 10am - 4pm each day

## Ultimate Gold inclusions

Pre-program Diagnostic Meeting	✓
Pre-program participant debrief	✓
Five days face to face full-day workshops	✓
Team welcome dinner	✓
Group Coaching Circles	2
Post-program stakeholder meeting	✓
Copy of "The Essential Guide for Area Leaders in Retail"	✓
All materials and resources	✓
Branded folder	✓
Access to me throughout the duration of the program	✓
<b>Investment per person</b> Deposit of \$500 due upon enrolment Balance due seven days prior to commencement of the program *payment plans available	<b>\$2995.00</b> <b>+GST</b>

## Program highlights

<b>Day 1: April 20</b> <ul style="list-style-type: none"><li>• The role of the Area Leader</li><li>• Attributes of Area Leadership</li></ul>
<b>Day 2: April 21</b> <ul style="list-style-type: none"><li>• Building retail communities that thrive</li><li>• Leading different personality types</li></ul>
<b>Day 3: May 5</b> <ul style="list-style-type: none"><li>• Understanding your teams' motivational triggers</li><li>• Developing empowered store managers</li></ul>
<b>Day 4: June 2</b> <ul style="list-style-type: none"><li>• How to prioritise and manage your time</li><li>• How to prioritise your store visits</li><li>• How to prepare and deliver store visits with impact</li></ul>
<b>Day 5: July 14</b> <ul style="list-style-type: none"><li>• Retaining your best people</li><li>• The art of communication and coaching</li><li>• Building your succession plan</li></ul>