



front
+
CENTRE

Front and Centre Our Team Approach

Front and Centre Training Solutions will blow you away with our innovative team of consultants.

We work in partnership with large and small corporate clients to provide inspiring development programs that drive results and build cohesive teams across Australia and the Asia-Pacific region.

Our directors, facilitators and learning and development specialists are appropriately allocated responsibility to ensure you are not only getting an expert facilitator, but someone that understands your business as well!

Our mission is to inspire people and organisations to realise and fulfil their potential and increase their effectiveness in order to achieve organisational and personal goals. To take ideas that are of tremendous value and deliver them to groups of people in an impactful way, while empowering people to be their best.

We will train you... and you will like it!

Front and Centre Training Solutions strives to provide innovative development packages to suit your organisation's learning and development needs.

As sales and communication experts, we deliver energetic, inspiring experiences that are a refreshing change from those currently available in the market place.

We understand that investment in development interventions must provide not only a business return, but a motivating, collaborative experience that leaves participants enthused about applying newly learnt skills.

Each session is individually designed and tailored from scratch to meet the needs and objectives of your group. We will work closely with you to meet these goals.

Our areas of expertise include:

SALES TRAINING

Sales programs to suit any organisation

What's in your sales toolbox? Do you use a pair of pliers as a hammer? Let Front and Centre tool you up with anything from short "upskilling" workshops to more intensive 3 days sales training seminars.

Our programs can be tailored to suit any organisation no matter what field you "sell" in. Because you don't want to be the bad tradesman that blames his tools!

Courses include:

- + Sales X-Sellence
- + Advanced Selling
- + Negotiation Skills
- + Selling With Behavioural Styles
- + Key Account Management

MANAGEMENT TRAINING

No Seagull Managers!

Do your managers circle their employees like hot chips, waiting for their chance to swoop in, squawk and take off?

In the modern workplace it is no longer acceptable, or viable, to have people managers that don't understand the concepts and theories behind effective people management and how to communicate both internally and externally.

These Management Training programs will equip the people in your organisation who have the responsibility of creating a cohesive workforce and teams with all the necessary skills to develop their effectiveness.

Courses include

- + Understanding Leadership
- + Leveraging Staff
- + Coaching for Managers
- + One on One Executive Coaching

PRESENTATION SKILLS

Now shut up and listen!

Get the room's attention from the minute you step up to the podium and leave a lasting impression every time you deliver your message. Learn the razzle-dazzle skills required to make your presentations blow them out of the water.

When it comes to an effective presentation – it's not only what you deliver that counts, it's how you deliver it.

Courses include

- + Impact Presentation Skills
- + Communication Skills
- + Customised Executive Coaching
- + Go Live Media Training
- + Digital Communication & Marketing Skills

BEHAVIOURAL PROFILING

What's their story?

Each individual has their own unique story along with unique set of behaviours.

Our Team Development programs can help build successful teams by assisting individuals in identifying how their behaviours may impact upon others and

give managers the skills to facilitate optimum teamwork within their organisation.

Courses include:

- + Big Bang Behavioural Theory
- + DISC Behavioural Profiling
- + Click
- + Myers-Briggs Type Indicator (MBTI)

CLIENT EXPERIENCE

More than a 'with compliments' slip

How you deliver your message to clients is one of the most important things for any client-facing organisation.

Along with your staff, clients are the most important people to your business. What they say and feel about you can make the difference between a good business and a great one.

Courses include:

- + Enhancing The Client Experience
- + Consulting Support

CONSULTING

You and Us, like Batman and Robin.

Holy corporate headcount Batman! If your organisation needs a sidekick with the expertise to provide extra resource without a headcount, Front and Centre can become an extension of your Internal Learning and Development function through our consulting services.

Our Consulting Services include:

- + Instructional Design
- + Facilitator Coaching
- + Training Needs Analysis
 - » Needs survey
 - » Task Analysis Study,
 - » Competency Study
 - » Performance Analysis Study
 - » Problem Analysis Studies.
- + Online learning
 - » eLearning Programs
 - » In-session web learning
 - » SMS learning packages

Front and Centre Training Solutions has built an excellent reputation because we never treat our clients like Jokers.



**You have a Vision.
We have a way to
get you there.**

**Get Front and
Centre today!**

CONTACT

web / www.frontandcentre.com.au

email / training@frontandcentre.com.au

melbourne office / 0430 015 815 sydney office / 0430 274 616

post / PO Box 133, Ascot Vale, Victoria 3032