

# M2M Leadership Intensive

## Designing, Developing and Leading High Performance Teams.

### Introduction

The journey from business owner to becoming an inspirational leader of a growing, high-performance business team, has common elements no matter what kind of business you run. It's a path littered with trials, frustrations and barriers that leads to stress. Struggling businesses invariably have a low profit-per-person value, which means that the business owner is operating expensively, inefficiently and counter-productively.

A high profit-per-person value usually signals a business which is leveraging more of the potential of a team, who themselves are utilising technology and digital assets. This means that small, motivated and inspired teams can have a big impact. But often the business owner becomes the bottle neck for growth because they haven't invested in personal leadership development or invested in training for the team.

A performance business has small dynamic and confident teams, with high-energy cultures. It's where business becomes fun with the teams and leader pursuing a common mission and purpose whilst embodying the ecological values of the business.

### Optimise your Leadership Potential

No matter what business you're in, you're in the people business first. If you want to grow your team and evolve into a performance business capable of high growth, then you'll need to understand three powerful and fundamental principles of leadership.

**People:** You need to understand yourself and how to motivate, inspire and influence both clients and your growing team.

**Lifecycles:** You have to understand where you are in your business lifecycle so that you can adapt your leadership behaviour to suit the context, so you can be effective and agile.

**Discovery:** Make each conversation, coaching session and meeting more effective so you can leverage the full potential of your team's purpose, passion and potential.

The performance business stage is when the business owner doesn't have to concern themselves with the day to day operation because the team have embedded some core skills. The team have clarity of mission, commitment to a common purpose and the creativity to solve their own challenges. Evolving into an authentic leader creates more freedom to develop influence, ideas and explore new opportunities. Leaders can either sell the business or build their wealth over a period of time. By leveraging the full potential of the team, they can harvest brilliant ideas that create other businesses that may earn more profit, with less people and over a shorter period of time.

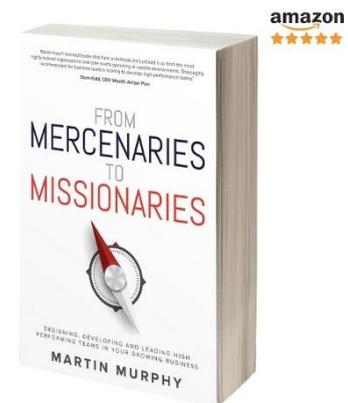
## M2M Leadership Intensive Designing, Developing and Leading High Performance Teams.

### During this workshop you will explore:

- The four primary intelligences, how they affect performance and decision-making
- Your Leadership operating system.
- The two biggest barriers to team success
- How to align the team with a Mission Power Compass so you can achieve a comprehensive advantage
- The three core skills required to boost a team's effectiveness
- The structure & benefits of elite, autonomous and collaborative teams
- The impact peak performance 'flow' states have on performance
- The universal life-cycle applied to business, learning & communication
- The Power – Trust - Performance Dynamic
- The importance of developing tenacity, resilience and a growth mindset
- Building a regenerative business vs a consolidated business
- Leading in the Fourth Industrial Age and beyond

### The training will be:

- Responsive and adaptable to the needs of the audience
- The learning will be practical and involve solving real world challenges
- The learning is immersive and in-depth with follow up coaching calls available for support
- The delegates will have an action-plan to hit the ground running post the workshop
- A complimentary copy of Martin's book is also available.



**Biography:** Martin Murphy is an international leadership and elite team coach. He is author of 'From Mercenaries to Missionaries – Design, Develop and Lead High Performing Teams in Your Growing Business' and founder of Elite Leadership Global

A former Special Forces soldier and trouble-shooter, Martin has formed and trained special project teams worldwide to effectively combat terrorism and narcotics smuggling and occasionally helps intelligence agencies and governments overseas.