

# Self Knowledge: Strengths, Brand & Presence

***“Persons of high self-esteem are not driven to make themselves superior to others; they do not seek to prove their value by measuring themselves against a comparative standard. Their joy is being who they are, not in being better than someone else” A good head and a good heart are always a formidable combination.” — Nathaniel Branden***

Executive Presence is having the confidence to draw on your strengths and bring your true self to any situation. Inspiring Organisational Presence is when people instantly command attention and respect. When they speak... people listen. Their opinions carry more weight. They inspire trust in those around them. Having Presence requires us to be present; to be mindful; to have a focused awareness of the present moment.

Learning to understand what it means to have Executive and Organisational presence and then how to curate your own best self at work is what this webinar is all about. The beauty of this webinar is turning the evidence-based theory and research into easy to follow and useful practical steps for everyone to grow and develop their leadership.

***“Using strengths is centrally important for authenticity, health, wellbeing and goal attainment.” — Alec Linley***



Formats:



webex

zoom

Length:

**90 MINUTES**

Presenter:

Margie Hartley

Pre work:

Reading and listening

Post work:

Practice and reading

Outcomes:

- + To learn the art of leading yourself
- + To understand what and how to develop presence and brand
- + To focus on strengths and how to leverage presence
- + Understanding of what organisational and executive presence means and how to get it
- + Practical tips on integrating habits
- + Sophisticated and simple tools

Investment:

**\$3750 PER WEBINAR (90 MINUTES)**

*for up to 30 people — \$50 per person thereafter*

For more information [hello@gramconsultinggroup.com.au](mailto:hello@gramconsultinggroup.com.au) or **0415 670 130**



**GRAM CONSULTING GROUP** is a community of facilitators, evidence based coaches, academics, organisational psychologists and good humans who specialise in:

- + Executive Coaching
- + Leadership Development
- + High Performing Teams
- + Leader as Coach
- + Specialist Qualitative Reports

To do that they have a multi-disciplinary and evidence based approach using principles from:

- + Coaching Psychology
- + Positive Psychology
- + Social Psychology
- + Organisational Psychology and Organisational Scholarship
- + Appreciative Inquiry
- + Anthropology
- + Sociology

Gram Consulting Group work with 11 of the top 20 ASX listed companies, three international organisations and many smaller organisations.

## **WHY AND WHEN FACE TO FACE EXPERIENCES**

Face to Face workshops enable highly effective ways to build trust, have highly collaborative and quality interactions and build the relationships and understanding in a team or group of people. These workshops allow for interaction, different environments, discussion and practice. It allows for flexibility and fulfils our human need for connection, interaction and increases the ability to deal with complexity.

## **WHY AND WHEN VIRTUAL EXPERIENCES**

With the world currently experiencing the COVID-19 pandemic, virtual learning experiences are now more than ever a necessity for teams and organisations. Webinars are built for convenience, scale and accessibility. They do not replace the face to face experience but can be used as a blended experience. We use multiple platforms and have a hugely successful record in providing engaging experience with a strong up take of the learning.



# Margie Hartley

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Margie Hartley is the founder and lead consultant of Gram Consulting Group, an independent executive coaching and facilitation community.

Since 2004 Margie has been consulting to organisations, teams and individuals to grow learn and develop. Her specialities are team and leadership development.

Margie's coaching and facilitation skills are highly regarded and her experience is extensive, lying across multiple industries and job families. She has deep experience and prides herself on curating the right experience for every single client to maximise the growth and learning for everyone.

## **COACHING PHILOSOPHY & APPROACH**

One of the key features of the coaching methodology, which supports its continued success, is the ability for coaching to be specifically tailored to particular goals or needs of a client. Margie uses solutions focused methodologies and draws on relevant research. Margie's coaching approach is underpinned through an established evidence-based collaborative, goal oriented solution focused cognitive behavioural framework.

## **INDUSTRY KNOWLEDGE & EXPERIENCE**

Margie has coached at senior levels in 11 of the top 20 ASX listed companies, Margie has a strong track record with enabling results at an individual, team and organisational level. Margie has over 15,000 hours of coaching experience.

*Margie is also part of the PodcastOne family and has three podcasts; Superwomen we Ain't with Janine Allis from Boost Juice, Fast Track Career Conversations with various guests, and Rebuilding Australia our Mindset, a post-bushfire trauma recovery podcast with Australia's leading psychologist and psychiatrists.*

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