

WOMEN IN PROPERTY LEADERSHIP WORKSHOP

CHALLENGE NORMS & EMBRACE OPPORTUNITIES FOR ACCELERATED CAREER GROWTH



27 & 28
AUGUST 2019
CLIFTONS MELBOURNE

EXPLORE

- ▶ Understand the nature of property sector leadership
- ▶ Awareness, action & accountability for sustainable success
- ▶ Strategies to manage rejection & build resilience
- ▶ Lead with Emotional Intelligence (EQ)
- ▶ Explore unconscious bias at a personal & organisational level
- ▶ Confidence & influential communication
- ▶ Change leadership, flexibility & adaptability
- ▶ Personal brand & reputation in the property sector

EXPERT FACILITATOR



Sue Storey
Chief Executive Officer
Permanent Life Changes

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AND SAVE!

\$500

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4 JUNE 2019
TO SAVE UP TO \$500

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ABOUT THE EVENT

In the competitive and unpredictable world of property, you have to stand out to step up. You must be ready to embrace opportunities, develop risk intelligence to make strategic career moves and learn key strategies to maximise your leadership potential.

Accelerate your career growth with a practical leadership plan that you can use to navigate a successful career and advance to senior levels. You'll have the opportunity to gain new skills and strategies that will give you a competitive edge and a polished leadership profile.

WHO WILL ATTEND?

Leaders and emerging leaders within a variety of property-related roles:

- ▶ Head of Property, Transactions, Projects
- ▶ Property Sales
- ▶ Real Estate / Commercial Property
- ▶ Lease Management
- ▶ Retail Development
- ▶ General Managers of Property
- ▶ Investment / Research
- ▶ National Managers and National Operations Managers
- ▶ Valuation
- ▶ Facilities Management
- ▶ Building Managers
- ▶ Asset Managers
- ▶ Business Development Managers
- ▶ Team Leaders
- ▶ Leasing Executives
- ▶ Property Financial Services / Insurance
- ▶ Property Consulting
- ▶ Legal Services for Property

YOUR FACILITATOR

Sue Storey is no stranger to the challenges for women in the traditionally male dominated industry of property and construction. A sought-after coach and trainer, specialising in NLP, personality profiling and corporate training, Sue also has a comprehensive understanding of all aspects of property, and is a member of the Independent Property Group. She has her real estate sales and property management registration, and has worked as a residential listing specialist, including a stint as a strata manager, before shifting her focus to her time equally between her coaching and property development.



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27 AUGUST DAY ONE

Women's leadership in the property sector

- ▶ Leadership in a male-dominated industry
- ▶ What are the capabilities, attributes and skills of an influential leader?
- ▶ Understand the value of embracing complexity, uncertainty and diversity

Lead truthfully and remain authentic

- ▶ Understand your own leadership style
- ▶ Align your leadership strengths with the expectations of your organisation
- ▶ Awareness, action and accountability for sustainable success

Lead with Emotional Intelligence (EQ)

- ▶ Utilise EQ to motivate and influence your team
- ▶ Adapt your leadership style to effectively manage different personalities
- ▶ Employ heightened EQ to make effective strategic decisions

Strategies to manage rejection and lead with resilience

- ▶ Learn to lead (and live) with resilience and resolve
- ▶ Don't make it personal and bounce back stronger

28 AUGUST DAY TWO

Personal brand and the power of presence

- ▶ Amplify your personal impact and ability to influence
- ▶ Create and maximise your leadership profile in the property sector
- ▶ The art of listening for influential communication

Turn conflict into clarity

- ▶ Tackle conflict situations with confidence and assurance
- ▶ Explore the key causes of upset and how to turn them around
- ▶ Increase confidence to broach sensitive topics across your organisation

Create and lead a peak performing team

- ▶ Strategies to envision, engage, embody, empower, evaluate and encourage
- ▶ Build capability and accountability in your team
- ▶ Learn to drive strategy and culture

Leadership success strategy and your action plan

- ▶ Wrap up discussion on key themes
- ▶ Create your vision for the next 12 months
- ▶ How to stay on track when other priorities demand attention
- ▶ Tools and ideas to navigate obstacles and competing priorities

