

Women in Sales Leadership Summit

The premier sales event for new and accomplished sales managers & leaders



FEATURED SPEAKERS



Jo Healey
NZ Global Technology Services Leader
IBM



Kate Tulp
Head of Corporate Sector
Vodafone New Zealand



Kirstin Miller
Director
American Express NZ



Gillian Moore
Head of Consumer Sales
Douglas Pharmaceuticals



Simone Moors
Sales and Marketing Director
Dimension Data New Zealand



Grant McBeath
Channel Leader - Consumer and Small/Medium Business
Spark



Kylie Cook
Sales Manager
Spark Digital



Juliet Hull
General Manager, Country Director
Johnson & Johnson New Zealand



Rob Erskine
Former New Zealand Sales Director, Technology, Cloud and Digital
Oracle New Zealand



Raewyn Peck
General Manager, Inside Sales
OfficeMax New Zealand



Di Palmer
General Manager of Sales, Performance Coach
Mediaworks NZ



Nicky Donkers
Chief Commercial Officer
Barkers Fruit Processor Ltd



Mark Ellis
Associate Director, Sales and Development
Datacom NZ



Emma Leslie
Head of Sales and Services
Leading Edge NZ



Theme: 'Make Your Move'

Pre-Summit Workshop

12 February 2019

Summit

13 & 14 February 2019

Post-Summit Workshop

15 February 2019

Crowne Plaza Auckland

The journey to successful sales management

Strategies to empower reps through accountability

Successful sales coaching as the key to unlocking high performance

Latest techniques for motivating a diversified sales team



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2019 Theme: 'Make Your Move'

How do you shift your mindset to transition from successful salesperson to successful sales leader?

We're bringing together a lineup of exceptional sales leaders to reflect on how they have managed various transitions and challenges throughout their careers. You'll gain practical advice to take your leadership to new heights.

Pre-Summit Workshop

12 February 2019

From sales rep to sales leader

9.00 - 4.30

The transition into leadership

- Setting expectations
- Identify your personal style
- Define success through discussion

Commitment to the team

- Focus on team-centric results
- Evolve processes to reflect team strengths
- Strength and support for the team

Expert Facilitator: Sarah Pearce Director Sarah Pearce Strategy

A culture of excellence

- Establish an inclusive team DNA
- The art of silence
- Communicate strength without confrontation

The leadership mindset

- Develop personal strength
- Form positive habits and behaviours
- Set the vision and charge ahead

Summit Day One

13 February 2019

OPENING KEYNOTE CASE STUDY 9.00 - 9.50

Lead through inspiration

- Set the standards for your team
- Inspire through your work
- Be the change necessary for outstanding results

Jo Healey

NZ Global Technology Services Leader
IBM



CASE STUDY 9.50 - 10.40

Create your leadership brand

- Establish your unique style
- Gather mentors for growth opportunities
- Take the risk to progress and succeed

Juliet Hull

General Manager/Country Director
Johnson & Johnson New Zealand



CASE STUDY 10.55 - 11.45

Challenge your team to perform at their best

- Establish the environment for high performance
- Set the standard of success
- Maintain momentum through targets

Simone Moors

Sales and Marketing Director
Dimension Data New Zealand



CASE STUDY 11.45 - 12.35

The shift from a "me" to "we" mentality

- Step into leadership through collaboration
- Shift your mindset to the team effort
- Be open to feedback and growth

Di Palmer

General Manager of Sales,
Performance Coach
Mediaworks NZ



INTERACTIVE PANEL DISCUSSION 1.35 - 2.25

Leadership vs management

- Make the distinction between manager and leader
- Employ the strengths of manager and leader when approaching team dynamics
- Learn where the leader starts and the manager ends

Kate Tulp Head of Corporate Sector
Vodafone New Zealand

Kirstin Miller Director
American Express NZ

Emma Leslie
Head of Sales and Services
Leading Edge NZ

Kylie Cook
Sales Manager
Spark Digital

Rob Erskine
Former New Zealand Sales Director,
Technology, Cloud and Digital
Oracle New Zealand



CASE STUDY 2.25 - 3.15

Remain resolute in difficult times

- Avoid emotional and mental burnout
- Stay present and focus on the task at hand
- Keep confidence through setbacks

Gillian Moore
Head of Consumer Sales
Douglas Pharmaceuticals



EXPERT COMMENTARY 3.15 - 4.20

Growing your network for professional growth & influence

- Grow your network & influence
- Accelerate your professional growth
- Leverage your network to unlock amazing opportunities

Debra Chantry
Business Coach
Ventell Consulting



More people? More savings!

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NETWORKING RECEPTION

4.30 - 5.30

OPENING CASE STUDY

9.00 - 10.00

Spot the potential, nurture the talent

- Realise and empower the abilities of others
- Create an environment to experiment and grow
- Push for change and support through mentorship

Kate Tulp

Head of Corporate Sector
Vodafone New Zealand



EXPERT COMMENTARY

1.15 - 2.15

Communicate confidence on the floor and in the boardroom

- Convey confidence up the ladder
- Be clear and concise to your team
- Identify different styles of communication

Viv Kohlenbach-Wilson

Consultant, Coach, Educator
The Think Link

EXPERT COMMENTARY

10.00 - 11.00

Strategically positioning yourself for success

- Be strategic in choosing your brand
- Share your story and USP in a compelling way
- Make a stunning impression on and offline

Aenslee Tanner

Director
Personal Brand Agency



CASE STUDY

2.15 - 3.15

Expect the result, trust the team

- Guide the team towards success
- Avoid the trap of micro-management
- Utilise diversity for innovation

Grant McBeath Channel Leader,
Consumer and Small/Medium Business
Spark



INTERACTIVE PANEL DISCUSSION

11.15 - 12.15

Set the right balance

- Identify peaks and troughs of activity to plan accordingly
- Schedule and communicate time
- Establish what leads to fulfilment

Nicky Donkers

Chief Commercial Officer
Barkers Fruit Processor Ltd



Raewyn Peck

General Manager, Inside Sales
OfficeMax New Zealand



Mark Ellis Associate Director,
Sales and Development
Datacom NZ



INTERACTIVE CLOSING ROUNDTABLE

3.30 - 4.30

Move forward into sales leadership

- What was your initial vision of success?
- How has that vision changed over time?
- Inspired with new insights, what do you need to do to reach your career goals now?

Sarah Pearce

Director
Sarah Pearce Strategy



Who will attend?

- Managing Director/CEO
- VP/Director/GM of Sales
- Director Account Management
- VP/Director Enterprise Accounts
- Director/GM Business Development
- Chief Customer Officer
- Head of Sales



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Tweet about this event using the hashtag #WSAL19 and @LiquidLearning for daily industry updates!

Post-Summit Workshop

15 February 2019

Emotional intelligence in sales leadership

9.00 - 4.30

The EQ advantage

- Why EQ is essential for customer strategy, change management, team engagement and price engineering
- Discover the communication triggers that motivates and influences different personalities – from what we buy to how we engage and add value at work
- Create meaningful, customer-centric connections

The balance of head and heart

- Understand why 'difference' is better than better
- Leverage the voice of the customer
- Inspire others to galvanise behind a purpose
- Understand individual resistance to change

Build your leadership brand

- Discover your personality advantages
- Understand how to leverage your differences and play to individual strengths
- Increase engagement and cross functional collaboration
- Create and sustain collaborative relationships
- Optimise team effectiveness through diversity of thought

Expert Facilitator: Viv Kohlenbach-Wilson Consultant, Coach, Educator The Think Link



Registration Information

Organisation Name

Address **Suburb** **State** **Postcode**

Booking Contact Information

Title	Full Name	Position	Email	Phone

Delegate Information

#	Title	Full Name or TBA	Position	Email	Attendance Date/s
1					<input type="checkbox"/> 12 <input type="checkbox"/> 13 <input type="checkbox"/> 14 <input type="checkbox"/> 15
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Your Investment

Options (per person)	Rapid Action Rate**** Register and pay by 26 July 2018	Value Plus Rate*** Register and pay by 20 September 2018	Super Saver Rate** Register and pay by 22 November 2018	Early Bird Rate* Register and pay by 10 January 2019	Standard Rate
Qty					
4 Days	\$3695 + GST = (\$4,249.25)	\$3795 + GST = (\$4364.25)	\$3895 + GST = (\$4479.25)	\$3995 + GST = (\$4594.25)	\$4195 + GST = (\$4824.25)
3 Days	\$3995 + GST = (\$4,594.25)	\$3095 + GST = (\$3559.25)	\$3195 + GST = (\$3674.25)	\$3295 + GST = (\$3789.25)	\$3495 + GST = (\$4019.25)
2 Days	\$2195 + GST = (\$2,524.25)	\$2295 + GST = (\$2639.25)	\$2395 + GST = (\$2754.25)	\$2495 + GST = (\$2869.25)	\$2695 + GST = (\$3099.25)
1 Day Workshop	\$1195 + GST = (\$1,374.25)	\$1245 + GST = (\$1431.75)	\$1295 + GST = (\$1489.25)	\$1345 + GST = (\$1546.75)	\$1395 + GST = (\$1604.25)
Discounted off standard rates :		Save up to \$500	Save up to \$400	Save up to \$300	Save up to \$200

Exhibition Package	<input type="checkbox"/> Exhibition Table, Brand Exposure at Event, 2 x 2 Day Delegate passes	\$8995 + GST = (\$10,344.25)	TOTAL incl GST	
All Prices listed in New Zealand Dollars				

Group Discounts Available:	10% off Standard Rate Team of 3 - 4	15% off Standard Rate Team of 5 - 9	20% off Standard Rate Team of 10-14	22% off Standard Rate Team of 15 +

Conditions: Group Discounts apply for bookings made simultaneously. Only one discount applies. Group discounts apply to standard rates only. Group discounts are not applicable to Value Plus, Super Saver and Early Bird rates. Value Plus, Super Saver and Early Bird Discounts are not applicable to the individual Workshop. Discounts cannot be applied retrospectively and must be claimed at the time of booking. Liquid Learning Limited reserves the right to have sole discretion on an organisation's eligibility for discounts. **Note:** Course materials, refreshments & lunches are included. Travel and accommodation are NOT included. Registration Options are per person only.

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<input type="checkbox"/> Credit Card <input type="checkbox"/> Cheque (payable to Liquid Learning Limited) <input type="checkbox"/> Electronic Funds Transfer <input type="checkbox"/> Please invoice me: Purchase Order No. # <input type="text"/>	Credit Card Details - Please charge my credit card for this registration: Card Type <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express Note: 2% surcharge applies to American Express payments Card Number <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> Expiry <input type="text"/> / <input type="text"/> CVW <input type="text"/> <input type="text"/> <input type="text"/> Full Name as on card Cardholder's Contact Number <input type="text"/> Signature <input type="text"/> X	Electronic Funds Transfer (EFT) Please transfer funds directly to: Westpac New Zealand Limited Account Name: Liquid Learning Limited Account No: 03 0252 0863638-00 SWIFT Code: WPACNZ2W Amount <input type="text"/> Please quote ref CODE17 and registrant name
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Authority

Authorising Manager's Details: This registration is invalid without a signature.

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