



TRAINING CATALOGUE

Workshops designed to exceed
your training objectives.

newmemory

Professional Development Training
Leadership Consulting and Coaching
Keynote Speeches

www.newmemory.com.au

Professional
Development
Rethought

Empowering our clients

Newmemory has been operating in Australia and Overseas for over 22 years. We think it's time to rethink Professional Development. We create lasting change and impact by weaving storytelling, laughter and challenging activities into our sessions. We ensure the learning creates lasting change.



Because we ask the right questions from the outset, our courses are developed to achieve your operational goals and delivered in a way that resonates with your individual audience. We create environments that encourage openness and deliver inventive content with wit and edge to get results. It's fun, it's relevant and it makes a difference.

WHO WE ARE

Our Founder & Director, Guy Newman, is an Olympian, International keynote speaker, corporate trainer, memory and mindset expert, and serial entrepreneur.

Guy has trained, coached and mentored over 100,000 people worldwide including CEO's, Olympic Athletes, Hollywood Actors, Businesspeople, Sports Stars, Entrepreneurs and Cirque de Soleil acrobats. He has launched seven successful companies, built a Vineyard in the world-renowned Marlborough Region and is always living life to the full.

Guy has been a trainer and speaker for over 35 years.

Guy represented Australia at the 1992 Olympics in Barcelona, and was Australia's Water Polo Goalkeeper for 10 years - awarded the Best International Goalkeeper Trophy in 1995 and former coach of the Goalkeepers in the Australian Team. During high school Guy was a juggler, Acrobat and Clown in the Flying Fruit Fly circus and later went onto training the performers at age 15.

After studying Journalism, Sport Science, Psychology, IT and a variety of other subjects, Guy developed a passion for Personal and Professional development.

Guy is accredited in HBDI, NLP, Emotional Intelligence (MSCEIT), DISC and more.

Guy's vast experience and a unique gift in helping people learn, workshops are entertaining, informative but most importantly effective in developing your people.

The following course outlines reflect on our promise to create lasting change and help our customers deliver on their promises.

Workshops

| | |
|--|---------|
| → <u>Senior Leaders Programs</u> | Page 4 |
| → <u>Emerging Leaders Programs</u> | Page 5 |
| → <u>Time Management</u> | Page 6 |
| → <u>Critical Thinking</u> | Page 7 |
| → <u>Resilience & Anti-Fragility</u> | Page 8 |
| → <u>Presenting with Confidence & Impact</u> | Page 9 |
| → <u>Storytelling for Leaders</u> | Page 10 |
| → <u>Customer Centricity – Exceed Expectations</u> | Page 11 |
| → <u>Communication – Interpersonal Effectiveness</u> | Page 12 |
| → <u>Navigating Difficult Conversations</u> | Page 13 |
| → <u>Negotiation – Preparation & Practice</u> | Page 14 |
| → <u>Coaching & Mentoring</u> | Page 15 |
| → <u>Creative Conflict</u> | Page 16 |
| → <u>Influence & Persuasion</u> | Page 17 |
| → <u>Assertive & Confident – a stronger you</u> | Page 18 |
| → <u>Personal Branding & Networking</u> | Page 19 |
| → <u>Team Culture</u> | Page 20 |
| → <u>Memory Skills</u> | Page 21 |
| → <u>Pick & Mix</u> | Page 22 |
| → <u>Further Development</u> | Page 23 |



Senior Leaders Programs



Senior Leaders need bespoke training programs. We customise our programs to ensure we are targeting and exceeding your specific training objectives. Using research into Neuroscience and Emotional Intelligence we give participants a deeper understanding of effectively leading teams through challenges, growth, and to achieve high performance. We believe in a science and evidence-based approach to Leadership through character and skill building.

Duration is variable, our leadership programs range from 1-day targeted workshops to 6-month programs covering a wide range of leadership topics.

People prefer to follow leaders, not instructions. It is the role of a leader to build a fire within, not underneath the team. All our leadership workshops help participants discover and build the character traits and skills that inspire others to follow.

Workshop topics can include:

WORKSHOP OUTCOMES

- Building Leadership Authority
- Developing the character traits that make others want to follow you
- Confidence & Assertiveness
- Building Leadership Credibility
- Engage, inspire, and lead through communication
- Advanced presentation skills
- Story telling for leaders
- Navigating difficult conversations
- Coaching and Mentor others for performance
- Creating a culture of psychological safety
- Leading Diverse People and skill levels to get the best performance
- Critical thinking
- Innovating through Assumption Busting
- Decision-making
- Leading productivity and outcomes
- Creative conflict and Innovating for success
- Using the Change House model to lead others through change
- Cultural change programs, and more



I have received fabulous feedback about the course 'one of the best courses' people have been on - and people (including myself) are putting what we have learnt into practice! Thank you so much for such a terrific day of learning! - Catherine James, Head of Legal, Challenger

Emerging Leaders Programs



Emerging and new leaders need a foundation of character to build on. Our programs help people transition to the leadership role and show how to become the sort of person others are inspired to follow.

Moving from Peer to Leader, or stepping into a new Leadership role requires a strategy. In these workshops we show leaders how to establish credibility, build rapport and then lead diverse people and skill levels.

All our leadership programs use Neuroscience and Emotional Intelligence to give a deeper understanding of people. We believe in a science and evidence-based approach to Leadership through character and skill building.

Our Leadership development workshops range from 1-day targeted workshops to 6-month programs covering a wide range of leadership topics.

People prefer to follow leaders, not instructions. It is the role of a leader to build a fire within, not underneath the team. All our leadership workshops help participants discover and build the character traits and skills that inspire others to follow.

Workshop topics can include:

WORKSHOP OUTCOMES

- Peer to Leader or stepping into a new leadership role
- Building Leadership Authority
- Character traits that make others want to follow you
- Confidence & Assertiveness
- Building Leadership Credibility
- Engage, inspire, and lead through communication
- Presentation & Story Telling skills
- Navigating difficult conversations
- Coaching and Mentor others for performance
- Creating a culture of psychological safety
- Leading Diverse People and skill levels
- Critical thinking & Innovating
- Decision-making
- Leading productivity and outcomes
- Creative conflict and Innovating for success
- Using the Change House model to lead others through change



I have personally appreciated the way you have built connection with the group and developed them over the past 6 months. The success of the program will be measured in years to come and how this group of leaders take the next step, but I will say they have certainly been given a great head start due to your leadership, coaching and mentorship.

I couldn't have been happier with how you delivered the content, and we will be very happy to engage you further in the future."

- Dean Surkitt, Managing Director - Bell Potter

Time Management



Everyone is 'busy'. It is better to be Productive and Balanced. In this workshop, you will discover misunderstood concepts around time that lead to time wasting behaviours, and bad habits, that ultimately rob you of up to 50% of your time! You will become more productive, less stressed, able to cope with both challenging and slow times, whilst maintaining a healthy life balance.

WORKSHOP OUTCOMES

- Discover misunderstood concepts around time
- Remove your biggest time wasters - 'Shaking the box' & Task Switching
- Analysing and Replacing Bad Time Habits
- Using 'NASA' breaks to increase mental capacity & output
- Slow down the perception of time & reduce stress
- Adjust your day and use productivity fluctuations to your advantage
- Break the 'Priority Myth' and prioritise properly
- Professionally manage expectations of others
- How to say No, without saying No
- Control the 'Beast' – Email management (potentially save over a day a week)
- Increase your Motivation (an Olympic Story to propel you upwards)
- Why 'To-Do Lists' are important but NOT time management
- Achieve Life Balance
- Apply a 4 Stage process to increase productivity
- Delegate and get the results required
- Reduce Time Theft (Meetings, Interruptions & Waiting)



After spending some time thinking about what I'd put in this email and after implementing some of your ideas, I have come to the conclusion, and can honestly say your Time Management course was the most beneficial and pertinent course I've ever been on" - Rob Weir, Solutions Architect



Critical Thinking

The World Economic Forum has identified Critical thinking and Creativity as the two main skills in demand from 2022 onwards. The society for Human Resource Management states Problem Solving, Critical Thinking, Innovation and Creativity as the most important missing skills.

Recently neuroscience has taught us a lot about the brain. In this engaging, insightful, and impactful workshop you will discover and learn techniques to expand your thinking capability and techniques and break out of rutted paths of thinking. Critical thinking requires you to understand your different thinking patterns and biases. The most creative geniuses have all been critical thinkers.

WORKSHOP OUTCOMES

- Thinking backwards before thinking forwards
- What happens when you rush forward to solve problems
- Think about your thinking
- How do you approach problems currently and what to adjust
- Understand rutted paths of thinking
- How organisations get trapped in rutted thinking
- Think Laterally
- Busting assumptions
- Solve problems using different frameworks
- Innovate and think differently
- Build your decision making algorithm
- Putting it all together to be a critical thinker



The key learnings were very appropriate to tasks I am currently working on in my role. I have had to apply a lot of problem solving, and get engagement from a lot of stakeholders. This workshop helped me assess the work I have been doing and gave me strategies to do this more effectively. It was helpful learning how to more effectively communicate with managers and I also found it helpful learning about self-confidence as this is something I struggle with. – Lend Lease



Incredibly engaging day where we challenged the way we think and act with every activity. I do think that because it was so engaging and self critical that it will have a positive impact to how we approach our every day lives/work. – Lend Lease

Resilience & Anti-Fragility



Life can be challenging. Modern life is leaving many people stressed, anxious and depressed. In this introspective, and powerful workshop you will learn how to quickly and powerfully change your ability to cope with stress. We learn how to build resilience, but ultimately move towards anti fragility, where you get stronger through adversity.

WORKSHOP OUTCOMES

- Dissect & understand stress
- Where most of our stress comes from – you will be surprised
- Who we are under pressure
- Optimal levels of stress for performance
- Apply proactive mindset principles for building resilience
- Change your language, change your stress
- Change your focus
- What science has shown us about how we can reduce cortisol
- Follow activities & routines to keep your stress levels healthy
- Build and implement an ongoing plan for resilience

👍👍 The Resilience session was the most useful training session that I've ever been on! I immediately started to use what I'd learnt and it's making a difference as to how I communicate with my clients.- Sue Mieog, Director, Boutiques Partnerships, Fidante

👍👍 *Wow Guy. Thank you so much for the most wonderful way to learn new skills in managing stress. It is rare to find a wonderful trainer, who keeps the audience captivated and willing to to learn. I look forward to living a more stress-free life ". - Jen Anderson, Apnic*

Presenting with Confidence & Impact



Learn how to present and speak with confidence from a worldwide keynote speaker. In studies, our biggest fear is always public speaking. In this highly interactive workshop participants develop the confidence to speak and present to small or big audiences and deliver their message with impact.

WORKSHOP OUTCOMES

- Overcoming fear and building confidence
- Objectives before content - the best place to start
- How to analyse your audience and achieve your objectives
- Effectively structure your presentation
- Create powerful introduction hooks
- Be memorable and have impact
- Use visuals to enhance, not give, your talk
- Confident and interactive delivery techniques
- How to tell stories
- Wrap up like a pro

👍👍 Everybody thought I delivered a knock-out presentation including all the managers. Would you believe, I actually felt like I had total control from start to finish? I didn't stutter, I didn't get nervous, no pounding heart beats or anything. I mean WTF???" – Sammy Fahridin, Challenger

👍👍 There are very few people who can fully satisfy a large team of extroverted personalities, but Guy did this like no other. We will continue to ask Guy to train our teams as his training is always tailored for our business, he always arrives with and maintains 100% energy throughout the day, and our employees thrive by putting their learnings into practice" – Yvette Thompson, Industry Sales Manager, Intrepid Group

Storytelling for Leaders



The most inspirational leaders in history were gifted story tellers. A good story engages the audience and ignites more of the brain than simply stating facts. In this advanced presentation skills workshop, leaders learn how to craft a story and perfect their speaking skills.

Delivered by an International Keynote speaker you will learn how to craft your message for maximum impact and emotionally move your audience.

WORKSHOP OUTCOMES

- Structuring your story
- Engaging your audience
- Using silence and timed pauses to create impact
- Using visuals to guide and enhance your story
- Language to inspire and create united teams
- Eliciting emotional reactions in your audience
- Usings Hooks and Tie Backs
- Confidence building strategies



"I noticed a very interesting tactic you used that I absolutely admire about you- the fact that you share so much about yourself and your experiences and people you surround yourself with- and that makes it easier to identify with the learnings you are offering. How you put yourself in the scenario to assist the topic to be more real and trigger different thought patterns. I love how you are so absolutely observant and open, honest and in the moment" - Lezanne de Koning, Distribution and Customer Care Manager, Baxter



Customer Centricity – Exceed Expectations

We run several customer workshops from achieving customer excellence, to handling difficult customers. All our workshops are based on Emotional Intelligence and the Neuroscience knowledge required to delight customers. Most people don't want to attend customer service training but are enamoured with the techniques when they leave.

You have never been measured by what you give the customer; you have always been measured by how they feel. Our OUAA process, based on the neuroscience of stress, can be used to quickly build rapport with customers, and also calm someone down from giving a 'death threat'.

WORKSHOP OUTCOMES

- Understanding the biological responses in humans
- Engage customers with understanding before solutions
- Developing emotionally intelligent responses to customers
- Control the interaction
- Uncovering the core expectations and skills required to deliver
- Delivering bad news professionally
- Delight the customer by following OUAA
- Managing difficult interactions
- Staying motivated and giving your best



First of all, instead of dreading the difficult, aggressive complaint calls I was eager to get some. There is one client we have with Customer Care who always comes up with some challenging customers on the weekend. Well I am very pleased to say that the training stuck. I was able to match the caller's energy, I was able to ascertain what they wanted and how we could help best. I came off that call with a satisfied customer and feeling good about myself. This is only one example of the climate change that is taking place in Customer Care since your training. We are all encouraging each other and listening in for tips and giving assurances along the way. We rarely get a training that has the whole team so eager to implement what they have just learned" – Nandan Cox, CoverMore

Communication – Interpersonal Effectiveness



Communication within organisations has changed dramatically over the last 20 years. Email has become our primary communication tool, without us stopping to question if that was a wise decision. Research shows that interpersonal communication skills are eroding as a result of the reliance on technology. In this workshop, you learn powerful communication techniques, applicable in every area of life.

WORKSHOP OUTCOMES

- Understanding the process of effective communication
- Describe the part biology & psychology play in communication
- Reading and using body language
- Remain composed when it gets tense
- Apply a 4-step process for greater understanding
- Listen with your eyes (and improve your memory)
- Remove ineffective language
- Adjust to different personalities
- Focusing on your objectives before methods
- Have greater influence



The Effective Communication Skills session was the most useful training session that I've ever been on! I immediately started to use what I'd learnt and it is making a difference as to how I communicate with my clients" – Sue Mieog, Director, Boutiques Partnerships, Fidante



Without a doubt that was the best communication skills training, and likely the most enjoyable training, I have been on" – Chris Chapman, Australian Sports Commission

Navigating Difficult Conversations



Most people avoid conflict and as a result put off having difficult conversations. In this workshop we build a process for preparing and then navigating difficult conversations.

WORKSHOP OUTCOMES

- The real reason we avoid certain conversations
- Emotional Intelligence components you will need to master
- Reframing the conversation
- Macro before micro, why we often start at the wrong place
- Setting the Objectives before methods
- Anticipating likely paths and reactions
- Why questions are your most powerful tool
- Where to start, and where not
- Structuring the conversation
- Open and closed question techniques
- What to do when people keep repeating themselves
- Using OUAA for conversations you can't prepare for
- Delivering bad news professionally
- How to handle mistakes
- The importance of tone and body language and how to use them



"Guy was a fantastic presenter, very knowledgeable and kept everybody engaged for the whole session. Found immense benefit through attending this workshop." – Graduate, LendLease

Negotiation – Preparation & Practice



We negotiate every day in many varying situations. In this in-depth Negotiation & Influence workshop, you gain insight into the importance of preparation and how to conduct effective Negotiations.

WORKSHOP OUTCOMES

- Define your approach
- Understand the different outcomes
- Prepare like the professionals
- Develop position, objectives, and needs
- Create your TRP and BATNA
- Understanding opening positions
- Create the right environment
- Focus on outcomes
- Develop your question techniques
- Adjust to different personalities
- Avoid certain language
- Overcome manipulation strategies
- Apply modern (over traditional) techniques

👍👍 I just wanted to say a big thank you for the negotiation session today. It was honestly the best CPD event I have ever attended. Guy was an effective, engaging and entertaining presenter. I thoroughly enjoyed the session and it was practically relevant.” – Bryndis Moffitt, JKC Senior Legal Counsel

👍👍 When you described emotional and rational responses as being completely different at a cognitive level; so much of my own daily reactive communication made sense in a way I have never understood before. Honestly I had not much sleep before our session this morning as I am preparing for finals with my MBA; this time on ethics. Somehow, you kept my attention the entire time; and gave me enough energy to have a great afternoon too.” – Paul Connolly, VGA

Coaching & Mentoring



Coaching and Mentoring are powerful skills you can use to develop and empower others. The workshop will give you the techniques, pitfalls to avoid, and skills to guide and inspire others to achieve their potential.

WORKSHOP OUTCOMES

- Understanding the difference between coaching and mentoring
- What you need to know about people to be a successful coach/mentor
- Why 'Telling' doesn't teach
- Create a comfortable environment
- Use the GROW and SMART models to coach
- Encourage self-assessment & self-correction
- Invite suggestions
- Getting commitment
- Listening like a coach
- Using the Roll the Marble process
- Getting buy in
- Creating Psychological Safety by removing judgement



I was overhearing lots of coaching (it is very exciting) around the floors last week and I have been getting lots of feedback about how much they enjoyed the first day. I think they are all looking forward to the second day" – QLD RTA" – Michelle Hamilton, QLD RTA

Creative Conflict



Conflict can be both good and bad. Conflict is good if it improves things; it is bad when it damages relationships and gets in the way of progress. Without conflict, we wouldn't have innovation, yet most people avoid conflict. You will be encouraged to participate in 'above the line' conflict to create a psychologically safe and innovative culture around you.

WORKSHOP OUTCOMES

- Understand conflict and why we avoid it
- How we respond in conflict
- Know when conflict is good and when bad
- Creating above the line conflict
- Recognise which of the 4 approaches you use
- Keep our cool under pressure
- Resolve conflict with professionalism
- The Importance of Psychological safety and how to create it



I just wanted to say a huge personal thank you for the training course today. It was not only very beneficial regarding conflict resolution it also made me think about myself in a new light, It was motivational and made me want to do better and be better" – Sarah Walker, VW



Influence & Persuasion

We now have a greater understanding of the factors that influence others and how we can effectively persuade people to consider alternatives. In this intriguing workshop, you discover the skills to move mountains (or more likely, minds).

WORKSHOP OUTCOMES

- Understand Influence, Persuasion and Manipulation
- What we need to know about people first
- The Volvo principle
- Applying neuroscience to Influence
- Understand sources of Power
- Apply the 6 Principles of Social Influence
- Overcome the greatest challenges to Persuasion
- Frame questions to influence thinking
- Give others a sense of control



When you described emotional and rational responses as being completely different at a cognitive level; so much of my own daily reactive communication made sense in a way I have never understood before. Honestly I had not much sleep before our session this morning as I am preparing for finals with my MBA; this time on ethics. Somehow, you kept my attention the entire time; and gave me enough energy to have a great afternoon too." – Paul Connolly, VGA

Assertive & Confident – a stronger you



Being good at 'things' does not build true self-confidence. It comes from somewhere else. Developing confidence and learning to be assertive is important for everyone. In this enlightening, and powerful, workshop you learn how to be more confident, build your self – esteem, and how to apply assertiveness when required.

WORKSHOP OUTCOMES

- Describe the true source of self- confidence
- Understanding and building confidence
- When and how to display your confidence in different situations
- Defining the difference between aggressive, passive, pass/agg & assertive
- Identifying and developing assertive behaviours
- Applying and respecting our rights
- Assertive communication techniques
- Knowing when and how to apply assertiveness

“WOW, the training course today was fabulous. You are without a doubt the most exceptional, inspirational trainer that I have ever had the fortune of meeting. The value that I place on your course content today is that it will have a life changing effect on me, as I put it into practice. The obvious passion and enthusiasm that you have for training and motivating is constantly expressed through your body language, expression and your ability to connect with each participant. Your life experiences and your ability to share them with your audience strengthens and enhances your course delivery in an emphatic and expert manner” – Simon Munt, OLGR

“Thanks Guy, so much for sharing what you do with us.....you never fail to inspire, impress, or touch my heart! How fabulous, the difference you make in people’s lives” – Janet Willoughby, Strategic Planner

Personal Branding & Networking



Building your professional brand and network is vital for career success. In this workshop we look at how to build and maintain your network and become the sort of person, others think about, when opportunities arise.

WORKSHOP OUTCOMES

- What is your current brand and how do you want to be considered
- Why networking is important for career success
- All the mistakes of networking
- What makes you memorable
- Building confidence
- Finding connectors and building relationships
- Stay connected
- Finding mentors
- Give to receive
- Succeeding at networking events
- Conversation starters
- Building your network database
- Building your personal brand



“Amazing, fantastic, I can't speak highly enough about this workshop. Guy was great and the content was incredibly helpful. Would love more of these, hopefully more frequently. Thank you for organising!” – Graduate, Lend Lease

Team Culture



A great team will always be able to achieve more than a group of individuals. Creating a high performing team culture, where collaboration, communication and connection are the foundation, is essential for success. In this workshop, we use examples and stories to highlight how to build your team's culture.

WORKSHOP OUTCOMES

- Connecting everyone to purpose
- Why diversity is vital for high performance
- Overcoming the challenges of diversity
- Above the line conflict
- Loyalty and breaking down silos
- Psychological Safety
- Ruttged paths of thinking and improving innovation
- Cross functional collaboration
- Competing priorities
- Customer Centricity



"I am sure you get inundated with emails after your workshops but I have a policy of always paying the complement when you feel its warranted and as such feel compelled to contact you.

Having been very fortunate to have worked for some fantastic businesses that understand the importance of upskilling and engaging their employees I have been part of a lot of workshops and development courses (mostly excellent), delivered by some amazing people of the years. I can say with zero hesitation that yours stands with the Dale Carnegie course's as the most life changing (that is the setting the seeds for a lifetime of changed and improved behaviour) and alone as the most enjoyable and engaging workshop I have ever been a part of.

It would be my hope that our paths do cross again and that I am able to facilitate change in my own work and wider life habits based on the wisdom that you have shared, it's the best thing a human can do, take others wisdom and share it for the greater good of us all.

Your podcast is great, I smashed the first 5 episodes on my way home to Melbourne last night." – Barnaby Chivers, State Sales Manager, QIC

Memory Skills



In this fun, and interactive, workshop you discover the secrets and science behind a powerful memory. You will be able to remember people, dates, sales information, and most importantly where you left the keys.

WORKSHOP OUTCOMES

- Understand how our brains form memories
- Working with your hippocampus, the librarian of the brain
- Stop what is holding you back
- Avoid embarrassing name forgetting moments
- Increase social and business confidence
- Faster thinking and greater recall
- Keep your brain healthy as you age
- Much much more



Just a quick one to say thanks for the course. The feedback was all so positive – even surly Pete. When you have comments like “best course ever”, “ I feel so good about myself” and “ I believe I have the best memory” it is so positive for me to hear this. Will be booking another memory brilliance for the second half of the year as well” – Greg Sawyer, Manager Communications Services, UNSW

Pick & Mix



With over 30 years experience researching, customising, and delivering targeted keynotes and workshops, we can assist you in creating an impactful event that exceeds your objectives.

All our workshops are designed to align to your team messaging, corporate values and help to create your desired culture and behavioural changes.

We believe that people learn in direct proportion to how much fun they are having. All our workshop are fun, engaging and most importantly impactful.

We look forward to working with you to help you exceed your learning objectives.

“This was one of the most useful and enjoyable training sessions. Guy was fabulous, outstanding and his remarkable sense of humour kept the audience engaged and entertained. Excellent workshop! Well worth time and investment!” – Anna Mylonas, Human Resources Business Partner, Challenger

“I have never attended a training session that completely engaged me all day, you left me wanting more and I do want more. I have felt myself incorporating some of the skills already, into not only my working life but also my personal life. I can’t thank you enough for teaching all of us these skills that we have come to forget and some we did not recognise or understand. I have noticed an enormous change in my colleagues behaviour already and it only makes me more motivated. I feel like this has been life changing to say the least and it excites me.” – Lauren Moore, IM&T

Further Development



COACHING - LEADERSHIP AND PERSONAL

Your leadership team determines the culture and success of your organisation. Our coaching programs are personally tailored to each coachee, to help them build their leadership capabilities or address personal challenges that are holding them back in their careers or personal lives.

Our goal is to make significant change quickly. We use a combination of coaching techniques, NLP, Emotional Intelligence, mentoring and training. Not just asking questions for you to figure things out. When we see information you need, we will help you discover and own it, effecting the change required.

Each person is different and so is our approach.

HBDI

The Hermann Brain Dominance Instrument (HBDI) is a powerful tool to show your thinking preferences. HBDI allows you to measure and harness cognitive diversity.

We use HBDI to help you gain full visibility into the way you and your team think, communicate, and work at your best. We can include this in your coaching program or design workshops that include profile debriefing, and activities to help you build a high performing culture by understanding and harnessing the diversity of thought within your team.

Contact us to see how we can use this powerful tool to build your personal or team capabilities.



Keynote Speaking

Guy Newman, Newmemory Director, is an international keynote speaker and trainer. His stories make the audience laugh, cry, and learn!



There was a great energy and enthusiasm that continued the rest of the afternoon, and lots of intention to rethink and put in place some, or perhaps even all of your tips! I certainly tend to arrive at these types of events with a load of scepticism and prepared for a lot of eyerolling at the aspirational idealism that seems well beyond my willpower and drive to actually have an impact on my life, but that was very quickly washed away with your down-to-earth, real-life approach, both in your information and your style. I took away the conviction that I can influence my own responses and have already started to work on getting those in place now; especially around things that have been big challenges for me with my kids!" – Sara Morgan, HNECCPHN



newmemory

Professional Development Rethought

Contact Us

Please contact us to further discuss your training needs.

Newmemory

P: +61 408 205 889

E: admin@newmemory.com.au

www.newmemory.com.au

www.guynewman.com.au

(keynote speaking)

