

Activating your audience to...

*Be ready for the future of work, today*

*Helping people step up and  
accelerate progress in complex,  
changing environments.*



Great speakers challenge your thinking, and encourage you to question and take action.

Michelle is well known for creating an environment to motivate participants to learn, think and act as a result of the knowledge and insights they obtain.

As one of Australia's leading experts in dealing with complexity and the future of work, she inspires audiences to think more deliberately, make progress and secure sustainable change be it in their personal or professional life.

Michelle's keynotes and workshops are underpinned by the latest research and thinking in neuroscience, behavioural economics, motivational science and leadership development.

Having hands on experience with the challenges and opportunities of leading and orchestrating change she shares practical ideas, blended with the latest thinking to optimise outcomes.

Sessions can be run as a keynote presentation or as an interactive workshop.

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# Step Up

Getting you ready for tomorrow, today



## WHAT TO EXPECT

Having worked as a senior executive in some of Australia's largest organisations, Michelle knows how to help people accelerate their progress today, to optimise their tomorrow. She gives real life examples, making the insight practical and applicable for today's ever-shifting world.

Michelle will help your delegates to:

- Tap into their mindset
- Embrace their need to think and act differently
- Challenge their decision making process
- Create their competitive advantage
- Make congruent choices
- Take purposeful action

Michelle has experience in speaking at networking events, breakfast or lunch functions, or large conferences across different industry sectors - tailoring her approach and content to suit. So whether you've got an audience of ten or thousands, Michelle will deliver a presentation that your delegates will remember.

## FOCUS AREAS

Michelle believes that life is too short to muddle through, to not be who we need to be and to not embrace and shape what the future holds. She is obsessed with equipping leaders and individuals with the capability and insight they need to do this, so they can leap forward into their brilliant future.

### 1. FIND YOUR LEADERSHIP EDGE

Today's business environment is restless, complex, boundary-less and ambiguous. To be successful leaders need to be equipped to navigate the challenges of this rapidly changing world by finding their leadership edge.

This requires high levels of resilience, integrity, adaptability and compassion, and ultimately, a willingness to discard the myths of leadership to forge their unique leadership style.

Set in the context of a changing working world and drawing on the latest discoveries in neuroscience and human development, this keynote your participants will gain insight into how to:

- Adapt their leadership style to changing circumstances
- Better help their team and colleagues thrive through this complexity
- Build a working environment that is fit for the future

### 2. IT'S NOT WHAT YOU KNOW, IT'S HOW YOU INFLUENCE

Success today isn't down to what you know. It's about how and who you influence. For leaders to be able to cut through the noise and make progress they need to move beyond a technical approach to their role. This requires them to be equipped with the skills to motivate change, influence stakeholders and negotiate decisions.

# Step Up

*Accelerating progress in a complex world*



In this keynote, your participants will be given new insights and ideas to help them build their ability to influence so it is a competitive advantage. They will:

- Be introduced to the 8 key things influential people do differently
- Discover how success starts from the inside out
- Build their awareness of what is currently holding them back

### 3. HOW TO REINVENT AND FUTURE PROOF YOUR CAREER

In a world of work which is constantly changing, you can't rely on others to accelerate your career. Each person needs to be the leader of their career. Building a dynamic and progressive career isn't about luck. It's about the decisions that a person makes each and every day.

In this keynote Michelle shares learnings from her executive career and the interviews she conducted as part of her second book - *Career Leap: How to Reinvent and Liberate your Career*. Your participants will be:

- Challenged to think about how they currently manage their career, and whether it is holding them back or getting them fit for the future
- Introduced to the steps they can take to reinvent their career
- Encouraged to make deliberate choices to liberate and future proof their career

### 4. YOUR DECISION MAKING IS DANGEROUS

Over the last 20 years, leadership experts across multiple disciplines have identified a growing gap between the complexity of the workplace and the capability of leaders. Central to this complexity gap is how leaders make decisions. Advanced decision making isn't easy, but is a critical skill for all leaders.

Drawing on the latest discoveries in neuroscience and behavioural economics, your participants will gain insights into:

- How perspectives and assumptions drive behaviour and can impede effective decision making
- The three key elements needed for advanced decision making and how it leads to more effective and sustainable outcomes
- The critical traps to avoid when making decisions - in an individual and group context

### 5. GETTING WHAT YOU WANT - THE ART AND SCIENCE OF NEGOTIATING WISELY

We all negotiate every day - in both our personal and professional life, and consequently, being able to successfully ask for and get what you need is a cornerstone of a healthy and happy life. When a negotiation is badly handled it can have long-lasting and significant consequences.

In this keynote, Michelle will delve into the art and science of negotiating, sharing ideas, stories and techniques that are equally useful in your participants' personal and professional lives. Your participants will walk away with:

- Knowing the key steps to take before, during and after a negotiation to help ensure success
- Understanding what they can do to elevate their personal power
- Realising the importance of preparation and being ready to make deliberate choices, aware of the trade-offs, risks and opportunities involved
- Knowing how to maintain their 'no', despite opposition and without eroding relationships

## TESTIMONIALS



### **Barry Dunphy, Partner in Charge, Clayton Utz, Brisbane**

*"Michelle's presentation was inspiring and unforgettable. We could not have asked for a better keynote speaker. In addition to Michelle's obvious expertise, experience and insights, Michelle connected with her audience, delivered her message and provided practical examples. Personally I found her insights invaluable and thought provoking. Feedback from our clients both on the day and since then has been overwhelmingly positive. Several have mentioned it was the best keynote that they had seen. Our team found Michelle professional, easy to work with and flexible in tailoring her presentation to our needs and audience. I would highly recommend her."*

### **Stephanie Campanale, Executive Producer, HR Summit**

*"The quality of her presentation was excellent, and we received tremendous feedback from attendees. Comments such as 'Michelle is wonderful, truthful and has great advice', 'What an awesome presenter - energy, enthusiasm and passion!', 'Great speaker', and 'Quality of presentation was outstanding.' I would highly recommend her."*

### **Neal Woolrich, Director, Gartner International CFO & HR Directors Forum**

*"Michelle's presentations were highly engaging, lively and informative, and she also adeptly answered questions from attendees as well. Michelle's presentations were extremely well received and in feedback surveys conducted after each event, Michelle was rated as the top speaker by a number of attendees across the three events."*

### **Nick Pilavidis, Chief Executive Officer, Australian Institute of Credit Management**

*"Michelle has a wealth of experience and very readily shares her insights and personal experience. She is able to connect with the audience intellectually and emotionally - leaving the audience feeling uplifted, but also with clear ideas on what they can do to progress their careers. We've received tremendous feedback from the events."*

For more, go to: <http://www.michellegibbings.com/speak/>

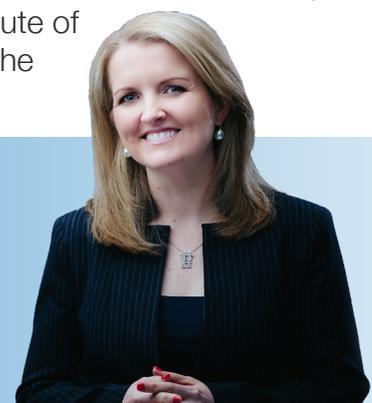
## ABOUT MICHELLE

Michelle Gibbings is a change leadership and career expert, and founder of Change Meridian. She is the Author of 'Step Up: How to Build Your Influence at Work', and 'Career Leap: How to Reinvent and Liberate your Career'.

Obsessed with unlocking high-impact choices to accelerate meaningful progress, Michelle is enabling a new breed of leader - one that's fit for the future of work.

Through this passion and advocacy for new ways of working, Michelle has built a distinguished reputation as the keynote speaker, advisor and executive mentor of choice for leading edge corporates and global organisations.

She is a sought after media commentator featuring regularly in national publications and outlets across the country. Michelle has Undergraduate Degrees in Communications and Commerce, a Masters in International Trade. She is a graduate of the Australian Institute of Company Directors, a Chartered Manager, and a Fellow of Finsia and the Australian Institute of Managers and Leaders.



### **Book Michelle to speak at your next event:**

1. Define the objectives you want to achieve
2. Choose from one of the above topics or ring Michelle to discuss a tailored presentation for your audience
3. Identify your desired date and location
4. Phone Michelle's office on +61 3 8300 7357 to discuss