

# POWERFUL ENGAGEMENT FOR SUCCESSFUL LIVESTOCK BUSINESSES



Do you want to:

- Manage difficult conversations with less stress?
- Change entrenched behaviours within teams and organisations?
- Understand and manage the key drivers of business profitability?
- Have practical tools for excellence in execution?
- Feel in control when negotiating tough or complex situations?
- Have ongoing support to challenge and motivate you?

**IF YES, THEN THIS PROGRAM WILL GIVE YOU THESE BENEFITS AND MORE.**

We achieve this through:

- Providing structured assistance in achieving personal and business goals
- Creating a forum for fresh ideas from fellow participants and facilitators
- Encouraging support and guidance from your fellow participants
- Using the collective support from the program facilitator's, develop and implement an enhanced decision-making process for your business.

This 12-month program is supported by Meat and Livestock Australia's Profitable Grazing Systems with cost rebates available to eligible businesses.

It is brought to you by two of Australia's leading agribusiness consultants: The Right Mind and Macquarie Franklin.



**The Right Mind**

**THE PROGRAM,  
THROUGH A MIX OF  
GROUP WORKSHOPS,  
ONE-ON-ONE TELE-  
COACHING AND  
WEBINARS, WILL BUILD  
AND CONSOLIDATE  
THE SKILLS AND  
KNOWLEDGE  
NECESSARY FOR A HIGH  
PERFORMING BUSINESS**



## **THE 12-MONTH PROGRAM HAS THE FOLLOWING KEY COMPONENTS:**

### **PHASE 1: TWO-DAY WORKSHOP**

- Best practice **communication**
- Excellence in execution
- Business health

### **PHASE 2: BUSINESS HEALTH**

- One-on-one tele support with Macquarie Franklin

### **PHASE 3: IMPLEMENTING THE LEARNING**

- Two interactive webinars

### **PHASE 4: GROUP WORKSHOP**

- Review, reflection and next steps

**This program is a unique professional development opportunity for livestock businesses.**

## **FOR MORE INFORMATION**

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[www.therightmind.com.au/events/](http://www.therightmind.com.au/events/)

## **KEY TOPICS**

### **MASTERING THE PEOPLE DIMENSION**

- Exploring behavioural styles
- Understanding what drives followers
- Managing conflict and shaping team culture
- Understanding inter-generational workplace dynamics

### **SETTING THE FRAMEWORKS FOR FAMILY AND BUSINESS COUNCILS**

- Identifying and differentiating individual, family and business needs
- Operating a "family council" versus "business council"
- Agreement on the roles and responsibilities for each council"

### **ACHIEVING SUCCESS**

- Understanding your drivers of decision-making
- Communicating decisions and expectations
- Having a framework for action
- Understanding what it takes to be mentally tough and humble
- Learning to ask your-self the tough questions

### **THE BENEFITS TO YOU ARE:**

- Understanding the importance of effective leadership behaviours in successful organisations
- Explore the techniques required to drive results in an organisation
- Enhance personal and organisational engagement
- Improve performance and increase productivity
- Acquire comprehensive energy management skills required to make energy investments in the life areas that matter most

## THE TEAM BEHIND THE PROGRAM



**David Hanlon** has a special interest in seeing people perform outside the ordinary. He is especially interested in seeing them achieve their personal and business goals, whether financial and organisational performance or physical wellbeing and fitness.

He is recognised as one who gets to the heart of things, not accepting face value: a process described by clients as both challenging and rewarding.

His personal interests are developing young leaders, adventure trekking and long distance cycling.

David is involved in training and coaching leaders in a wide range of farming and agribusiness enterprises throughout Australia.

He designed the Supply Chain ExecutiveLink™ program, which won the Logistics Association of Australia's Training and Education Award. Conversations for Growth® was a finalist in the Australian Institute of Training and Development's Learning Innovation Award.

David is a Fellow of the Australian Institute of Management and a Chartered Management Consultant with the Institute of Management Consultants in Australia.



**Jill Rigney** grew up on a mixed farming business west of Goondiwindi. She is passionate about assisting families and their businesses in making the right decisions. Her hobbies include trekking and cycling. She is a multiple Kokoda trekker and Kokoda Challenge participant.

Professionally she commenced her career in business support and in this role managed national benchmarking projects in a wide range of industries.

Her extreme perceptiveness has resulted in her now recognised as a national leader in group facilitation. She is able to deftly recognize and work with the needs of each individual during her training or meeting sessions.

She also specialises in business conflict resolution and family business succession planning.

Jill is trained to apply the principles of Neuro Linguistic Programming (NLP) in her professional responsibilities, presenting programs and facilitating meetings across Australia. This training enables her to introduce the subtleties of our communication styles to achieve cultural shifts within individuals and organisations. She is also accredited to deliver and interpret both the DISC Management Profile and the Mayor Salovey Caruso Emotional Intelligence Test (MSCEIT).

Jill is a Certified Professional member of the Australian Human Resource Institute and a member of the Australian Institute of Training and Development.



**Jim Cuming** has recently joined the ranks of Macquarie Franklin bringing extensive experience in farm business management, consulting, and financing. He has worked in a variety of roles in financial services, corporate agriculture, and agribusiness banking. Recently he has managed a farm aggregation in northern Tasmania on behalf of investors.

He is passionate about empowering family farms to overcome their challenges and fulfil their potential. Jim works closely with farming clients, building their capacity to operate a profitable, regenerative business.

Jim is currently collaborating with banks to assist farming clients improve their management reporting and overall performance.

He is also working with corporate ag to plan and implement strategic investments. Jim provides an integrated service that draws on the full suite of capabilities within Macquarie Franklin and its network of skilled specialists. Jim has a Bachelor degree in Ag Science and a certificate IV in workplace training and assessment.