



MISCHIEF
MOTIVATION
ATTITUDE

SERIOUS

FUN

REAL

OUTCOMES

Mark Mckeon



YESTERDAY

MMA has been operating since 1982. Our passion for facilitating personal and professional success, while protecting personal wellbeing is as strong now as it was 25 years ago.

Today MMA works with more than 60 of the top 100 ASX companies across our full suite of services with more than 80% repeat business. Our boast is that we have Australia's best facilitators and coaches. With 60 years of relevant experience, we do our best to deliver serious fun and real business outcomes.

Derek Percival

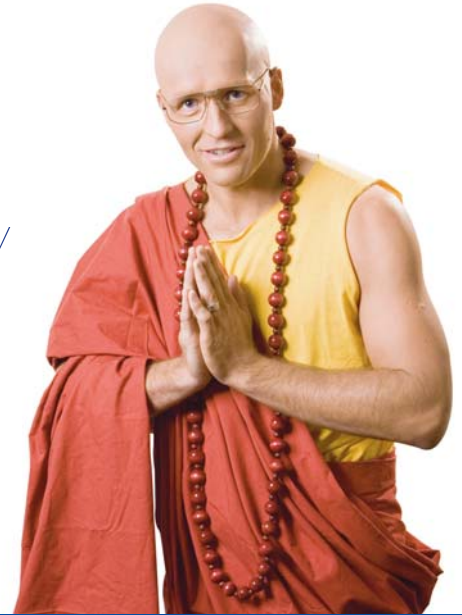


OUR PHILOSOPHY
IS TO ASSIST OUR
CLIENTS STRIVE FOR
PROFESSIONAL AND
PERSONAL SUCCESS.

Could your organisation benefit from one of MMA's Programs? We strive to deliver strong outcomes through a combination of achievement orientation and a fun approach. Our offering comprises Leadership Development, Team Effectiveness, Personal Wellbeing, Developing Organisational Success, Generational Retention and Insight Selling Training and Development.



Scott Mackay



THE DIFFERENCE
IS OUR BOAST THAT WE
HAVE AUSTRALIA'S BEST
FACILITATORS AND
80% REPEAT BUSINESS
WITH SUPPORTED
TESTIMONIALS WOULD
AGREE.

MMA prides itself on using our team's diverse practical experience to tailor programs or activities and not be a prisoner to a pre-existing agenda or approach. Finally, but as important as all else, we will ensure that the highest level of retained learning is achieved whilst having a heap of FUN.

Shane Garner



TESTIMONY

“THANKS FOR WOWING OUR DELEGATES AT ‘U-MANAGE’ - THE FEEDBACK HAS BEEN FANTASTIC! CONGRATULATIONS ON A GREAT SESSION AND WE LOOK FORWARD TO THE OPPORTUNITY TO HAVE YOU INVOLVED AGAIN.”

AUSTRALIAN INSTITUTE OF MANAGEMENT

“MMA provided an excellent mix of “hands - on” activity and group discussion to facilitate an excellent team goal setting session.”

CSR Ltd Distilleries Group

“Excellent. The inclusion of Mark as a main platform speaker during our conference proved a huge success with our delegates. His message and delivery were very well received and enjoyed by all.”

Retire Invest

“Filled the role we required very well and did the job with a good balance of product knowledge, humour and relevance to our industry.”

Australian Wheat Board

“Thanks again for a fantastic session on Thursday - everyone thoroughly enjoyed themselves. Thanks for such a fun and professional session.” **George**

Western Foods

“Thank-you for a terrific job, the feedback was fantastic! Your session was one of the highlights of the conference.”

ANZ



OUR OFFERING
REMAINS FOCUSED
ON WELLNESS,
LEADERSHIP AND TEAM
EFFECTIVENESS. WE
HAVE WORKED HARD
TO CONTINUALLY
DEVELOP THE DEPTH
OF OUR OFFERING TO
EXCEED OUR CLIENTS
EVER CHANGING
REQUIREMENTS AND
EXPECTATIONS.

Our offering is about providing high energy KEYNOTES, insightful LEADERSHIP DEVELOPMENT workshops, engaging TEAMBUILDING activities, demystifying the GENERATIONAL challenges, assisting ORGANISATIONS DRIVE SUCCESS or re-invigorating your SALES TEAM. We'd love you to join the more than 1200 businesses who have been a part of our journey over the past ten years.



OUR OFFERING

LEADERSHIP DEVELOPMENT

We pride ourselves on assisting bosses to become more effective leaders.

We are currently helping leaders within both ASX Top 100 companies, and smaller enterprises deal with the ever changing business and leadership environment.

Incorporating your existing leadership behaviours and capabilities and our personal disciplines, we conduct programs on a one-on-one or group basis. We employ various diagnostics tools where relevant including Human Synergistics - LSI, NLP and DISC/ MBTI etc.

We deliver these outcomes through the following three levels of service delivery.

KEYNOTE PRESENTATIONS:

Our Leadership Keynotes are highly entertaining, engaging and very relevant to the challenges of today and include the following topics:

- STRESS IS NOT THE PROBLEM
- YOU, BUT BETTER
- CAN'T HELP YA!
- LEADERSHIP & MANAGEMENT BEHAVIOURS THAT REALLY WORK
- GENERATIONAL RETENTION & PERFORMANCE
- HOW TO CREATE TIME

CONFERENCES AND WORKSHOPS:

One of our unique leadership effectiveness programs & conference activities is sure to raise awareness and energy for all participants involved.

We cover the following areas:

- VALUES SETTING AND ACTIONS
- LEADERSHIP BEHAVIOUR DEVELOPMENT
- MEASUREMENT & INDIVIDUAL DEVELOPMENT PLANS
- HIGH PERFORMING TEAMS

IN-HOUSE TAILORED PROGRAMS:

We strive not to be a prisoner to any predetermined approach. Programs may be of a highly developed methodology or very pragmatic, depending on the maturity and specific needs of your people.

Coaching 1 on 1:

Our focus is to help people achieve their best. We are currently coaching leaders in some of Australia's most successful organisations. We use a combination of established coaching tools such as the world leading Human Synergistics programs along with our own well established approaches and diagnostic tools to ensure that each client's individual needs are met.

Longer Term Development Programs:

From helping you develop leadership skills and competencies, to measuring the management team, to working on longer term individual development programs, we work with you to be better at what you do.



TEAM EFFECTIVENESS

One of the cornerstones to MMA's strong history, we work with many companies on varying levels. Whether it's using one of our 12 unique team building activities, conference support services or in-house programs we will strive to make your team effectiveness truly break new ground.

We again deliver these outcomes through the follow three levels.

KEYNOTE PRESENTATION:

Our Team Keynote is a highly engaging and very relevant and practical to the challenges of doing business today.

- BUILDING YOUR TEAM IN THE REAL WORLD

CONFERENCES AND WORKSHOPS:

One of our many unique team building & conference activities is sure to make the right business links, within the time allotted and with the appropriate level of exertion for all participants. We cover the following areas:

- TEAM DEVELOPMENT PROGRAMS AND ACTIVITIES INCLUDING HUMAN SYNERGISTICS GSI
- HOW TEAMS FUNCTION
- FORTRESS
- FULLY EXPOSED
- WIDGETS
- BANANA REPUBLIC
- KNOCK KNOCK WHO'S THERE
- MOVIE MADNESS
- BOGAN BINGO
- LIGHT CAMERA ACTION
- HIGH SEAS HIJACK

IN-HOUSE TAILORED PROGRAMS:

Longer Term Team Development Programs:

Using a combined approach of 'How Teams Function' and the Human Synergistics GSI, we develop specific business models to identify your team's current dynamics and effectiveness. We then work closely with the group to develop their own Team Effectiveness Principles to boost the team to new heights. We work with Executive Teams right through to Shop Floor Teams.



WELLNESS

With record low unemployment levels, don't underestimate the power of the Wellness offering to employees.

With a 'Best Selling Writer' of three internationally published books along with a long list of Wellness presentations and programs, we will ensure your business isn't left behind. Lead this critical area for your employees satisfaction, loyalty and performance.

Wellness programs are also delivered at our 3 level approach.

KEYNOTE PRESENTATION:

Our Wellness Keynotes are presented internationally. They are highly entertaining, engaging and very practical in their application for today. They include topics such as:

- STRESS IS NOT THE PROBLEM
- HOW TO SWALLOW A GOLDFISH
- HOW TO CREATE TIME
- DESIGN THE LIFE YOU WANT
- YOU, BUT BETTER

CONFERENCES AND WORKSHOPS:

Our Workshops extend our Keynotes content in a more robust, detailed and structured manner. Each workshop topic has typical 2-3 hour duration and is always conducted in a fun spirit with solid action outcomes for all participants to walk away with.

IN-HOUSE TAILORED PROGRAMS:

Longer Term Wellness Development Programs:

We have conducted ongoing company wide wellness programs as well as working with smaller teams and individuals to focus on longer term balance and wellbeing outcomes. These have been some of the most rewarding programs we have been involved with both in regards to individual participant benefits and commercial business performance.



ORGANISATIONAL SUCCESS

The most comprehensive facet of our offering.

We will work with you to design and implement a practical, business performance improvement solution.

With 60 years of commercially relevant experience we have developed an approach where we tailor programs to drive performance improvements in the key areas of people and strategy. Our organisational success programs focus on identifying and implementing desired behaviours at all levels within your organisation. We will not desert you after the design stage, we commit to assisting you throughout the implementation and evaluation process.

Our strategy process is conducted in an environment where we help facilitate the experience and expertise which exists within your own team to design ongoing strategy and key goals for your business. We offer our own recommendations and advice as appropriate.

There are a number of levels once again to how we might go about helping you:

KEYNOTE PRESENTATIONS:

- LEADERSHIP & MANAGEMENT BEHAVIOURS THAT REALLY WORK
- ORGANISATIONAL SUCCESS MADE SIMPLE

CONFERENCES AND WORKSHOPS:

Within the area of Organisational Success, we conduct a number of short workshop style programs including Awareness, Action Planning and the 6 Focus Factors for High Performing Teams.

IN-HOUSE TAILORED PROGRAMS:

Following the lead workshops we then work with you to implement the outcomes agreed. If you are getting caught up in normal business we will drive the activity for the long term and support you to champion the program.

GENERATIONAL RETENTION

Concerned, confused and annoyed about this whole area of generations and how to keep key staff loyal and in your employ. Well don't be, we work with all sizes and types of businesses to identify the opportunity and put solutions together to ensure major improvements in retention and satisfaction for all generations.

We cover Generational Retention across two levels:

KEYNOTE PRESENTATIONS:

- GENERATIONS AT WORK – HOW TO MAKE IT WORK

IN-HOUSE TAILORED PROGRAMS:

Given the very specific demographic of each organisation we would work with the business to identify their specific issues and opportunities and then develop unique and generational reflective programs to address these opportunities.



INSIGHT SALES TRAINING AND DEVELOPMENT

Successful selling is not a mystery. Successful sales people have left clues. Insight Selling teaches the lost art of selling combined with contemporary skills in EQ, understanding your client and maximising your opportunity.

Lead by MMA's dynamic Sales Coach, Scott Mackay, Insight Selling debunks the myth of 'magic' sales formulae that assume all clients and sales professionals fit the same mould. Insight Selling focuses on key personal behaviours and awareness to build an individual and comprehensive sales process and strategy, including:

- Generating Leads
- Referral Alliances
- Essential Daily Disciplines
- Recognising client needs
- Designing your strategy
- Implementing your strategy
- Having a Plan B
- Asking for the Business
- Asking for Referrals
- Following up with your client
- Personal Organisation and Efficiency

Insight selling will help both moderate and top performers in your team can double their lead generation and halve their conversion failure rate through attending an Insight Selling Program.

Available as half or full day workshops or 6 x 2 hour training programs.



OUR PEOPLE



Mark McKeon

Mark is one of Australia's leading work life balance and team cohesion advocates. Mark presents keynotes and tailored sessions, and along with his team, conduct workshops and conference programs in Lifestyle, Team Building and Leadership.



Derek Percival

After 8 years designing and conducting a variety of training programs for the Australian Army combined with a short lived but exciting AFL career, Derek has become a Director of MMA specialising in Conference and Training Programs in Time Creation, Leadership, High Performing Teams, Self Awareness, Personality Profiling and Performance Coaching.



Scott Mackay

Scott has a diverse background including management in the telecommunications, modelling and hospitality industries and roles in recruiting, banking and finance. Scott has a fascination with success and high performing teams and recently completed a working odyssey, travelling throughout the world in search of the latest trends and insights in personal and team development.



Shane Garner

Shane specialises in the fields of individual and team coaching, team identification and development, leadership branding and development, time management and goal setting, all of which are delivered with a sense of purpose, fun and enjoyment. Fantastic results have been achieved through Shane's involvement with companies and individuals including NAB, Fonterra, Foxtel, Amcor, elite sports people, students and actors.

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