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*Incorporating Olympic Communicators
Under licence from the Australian Olympic Committee*

DARRYL BLAKE

Darryl is an international speaker, business consultant and author, who focuses on the challenge of building high performance organisations. If you are interested in improving performance through developing and retaining extraordinary leadership talent, effective teamwork, and creating systems that lead to an Employer of Choice type culture, then Darryl is the right person for your next conference or leadership retreat.

Best selling author of the Australian title 'Skroo the Rules' explaining the model behind Flight Centre Limited's rapid growth, Darryl has spent the last 10 years researching best practice leadership, and high performance organisations, both within Australia and abroad. Darryl combines experience in senior executive roles (Executive Team member Flight Centre Ltd., GM Strategy for a major non-bank lender etc.) with over 10 years as a consultant and speaker.

If you like energy, humour spontaneity, and simple-to-implement strategies that you can use at once, then Darryl is for you. His entertaining speaking style, finely honed across five continents and over a dozen countries, gives him a rare ability to challenge, enlighten and engage. Darryl does not do a "one-way" presentation, he creates an interactive experience.

KEYNOTES AND WORKSHOPS

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The underlying theme for all Darryl's sessions relate back to:

- developing the people/culture side of business
- the importance of leadership
- emotional engagement, and
- business systems for success

The Art, Science and Systems of Leadership

Surveys of over 80,000 managers by the Gallup Organisation have shown that "...a majority of people leave their manager - not their company". Excellent leaders and managers create an environment that fosters job satisfaction, loyalty, productivity and self-fulfilment.

In this participative and fast paced session Darryl will share penetrating insights from over 15 years of research into best practice leadership – experience gained as the member of the Australian Executive team of Flight Centre Ltd. responsible for leadership capability, as a best selling author on high performance organisations, and consultant and trainer to the who's who of Australian business leadership teams.

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Building the High Performance Organisation

In this thought provoking session for leaders and managers, Darryl explores the keys to building a high performance culture. Based on his research of leading Australian and overseas models, Darryl includes the lessons from his time partnering with the Saturn Corporation in the US, and as head of Learning, Leadership and Development with Flight Centre Ltd.

Incorporating key messages from his best selling book, 'Skroo the Rules', the Flight Centre Story, this session promises energy, humor, spontaneity, and simple-to-implement strategies that you can use immediately back in the workplace.

Cracking the Personality Code: understanding and valuing difference

Are you interested in learning more about yourself and your relationship with others? Join Darryl on a journey of discovery, as you learn how to improve relationships and understand how motivation, communication and personal styles affect your family, workplace and personal experiences. By better understanding your behaviour, you can build stronger, more fulfilling relationships with the people in your life. Sell more, lead more effectively, and enjoy enhanced teamwork.

It's all in your mind: understanding the mental side of everything!

This mind-opening workshop teaches participants how to use the latest ideas from the cognitive sciences to take control of their whole brain, and put them to use in designing the life and results they really want.

Learn:

- How our belief systems work – and how to reset them for success
- How to put the unconscious mind to work for us
- How to break the barriers to effective performance
- How to break limiting habits and set new empowering patterns of behaviour

If you or your team need to break old paradigms, lead the way in a changing environment, or lift performance to entirely new levels, then this session will provide the keys to successful change.

How to be Irresistible in Business: Increasing your Sales Appeal!

Have you ever met someone and simply 'clicked' with them after the first five minutes, feeling almost as if you have known them for years? Have you ever met others that seemed to be from an entirely different planet to you?

Now you can 'click' with anyone you meet. Join in and uncover the secrets of natural rapport builders. Discover how to melt hearts, win minds and get to yes with anybody in this fun and fast paced look at the art and science of building Rapport in Teams, Sales and Service.

If you have heeded the call for a relationship-based approach to sales and service, then this is the seminar that will teach you the face-to-face skills of building high powered, profitable relationships. A seminar for anyone who believes that people want to work with and buy from those they like, know and trust.

CLIENT FEEDBACK

"Your presentation and workshops are always carefully weighted with a mixture of thought provoking concepts, practical workshops and participative activities."

Australia Post

"Darryl Blake.... formed an exciting learning experience which has been highly recommended to the AMP Human Resource Management..."

AMP

"Darryl, a big thank you for the excellent job you did in presenting at our conference...Feedback from the staff indicated that they were very impressed and thought both your presentation content and style was excellent."

Cover-More Insurance Services

"Darryl showed tremendous flexibility and adaptability. He displayed a balance of discipline, effectiveness and enjoyment, which I would say earned him the respect of everyone there."

T.J. Walker Real Estate

"I have witnessed an increased level of motivation in all participants, and have been overwhelmed with positive comments.. The transformation in attitudes and outlooks has been indeed satisfying."

Group Training Australia