

## WORKSHOP FORMAT

The following is a sample workshop format. Agendas are tailored to meet the needs and expectations of the participants.

### WHAT DOES CLEAR COMMUNICATION LOOK LIKE?

Real empathy through reciprocity and mutuality

Effective listening: Conveying with precision what you've understood

Earning the trust of the other; the magic of rapport

Why the desired outcome must include peoples' emotional needs as well as their logical needs

### THINGS THAT GET IN THE WAY OF CLEAR COMMUNICATION; WHY IT GETS SCREWED UP

The way language filters experience and why words are not always the most efficient way to communicate complex situations and feelings

Why people find it hard to speak from the heart and express how they really feel

How professionals unwittingly "steer the conversation", make assumptions, and arrive at inappropriate solutions

### HOW THE BRAIN WORKS

Current brain research findings

The function of the various parts of the brain involved in the process of communicating

Strategies to enhance verbal communication

### THE PLAY OF LIFE (POL) TECHNOLOGY

Using the Play of Life technique to trigger usually untapped parts of the brain

The fast track to the crux of the matter

How to help someone identify and articulate their needs and goals

### PRACTICAL APPLICATION OF THE TECHNIQUES TO REAL-LIFE SITUATIONS CHOSEN BY THE PARTICIPANTS E.G.

- Interviewing and Recruiting
- Talent Management
- Management and Leadership
- Conflict resolution
- Strategic Planning

### HOW TO INCORPORATE TEN MINUTES TO CLARITY INTO YOU EXISTING REPERTOIRE OF PROFESSIONAL STRATEGIES

Getting ready for action

Developing a compelling future with your client

Small-group discussion, debriefing and individual coaching from the Programme Facilitator

Participants work on hypothetical situations and also get plenty of opportunity to work on their own situations

## WORKSHOP REGISTRATION FORM

Sydney, Brisbane, Melbourne Programmes

Registration starts at 08.30 am. The workshop starts at 09.00 and finishes at 17.00

Registration fee \$1200 + GST

Includes attendance at workshop, Play of Life kit (value \$295), one year membership to Ten Minutes To Clarity support group

Attendance at workshop gives 20 credit points to "Coaching with Clarity" accreditation programme

For more information, contact Martin Moroney on 0409 713 350 or [martin@tenminutestoclarity.com.au](mailto:martin@tenminutestoclarity.com.au)

### DISCOUNTS

For 3 or more participants from the same organisation a discount of \$50 each applies

### CANCELLATIONS

Full refund if cancellation is received two weeks prior to the workshop

50% refund if cancellation received at least one week prior to the workshop

This programme can be tailored to your own organisation's needs

### REGISTRATION/TAX INVOICE

Name	Total payment	\$	for	participants
Position/Title	Direct Deposit	Corporate Futuring		
Company		ABN 64 002 956 158		
Address		BSB 062 109		
		Account # 1008 7809		
Phone	Visa	Mastercard	Bankcard	Card No.
e-mail	Expiry Date			Name on card
Mobile				
Participant's names	Cardholder's Signature			

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# TEN MINUTES TO CLARITY

*Powered by* **Play Of Life**®

BREAK AWAY FROM THE PACK AND BECOME  
THE TRUSTED ADVISOR WHO GETS RESULTS

# TEN MINUTES to CLARITY

This is for professionals who value clear communication with people - the efficient manager, the sought-after consultant, the effective mediator. Imagine having access to a methodology that helps people identify and articulate their needs precisely... a methodology that sharpens your professional interaction skills to reach desired outcomes faster. Finally there is a better way to mutually satisfying solutions in the first meeting; saving time, energy and money.

## WHAT IS THE MAGIC INGREDIENT?

Ten Minutes to Clarity is an innovative method based on the latest research into human behaviour and neurophysiology. Modern technologies such as fMRI continue to give us a clearer picture of how the brain works. With this information, we can choose techniques that directly target those areas in the brain responsible for bringing insight and clarity to a given situation. TEN MINUTES to CLARITY incorporates the Play of Life, a language independent communication technology, developed by psychiatrist and corporate coach, Dr. Carlos A. Raimundo. The Play of Life works by ingeniously transforming a problem or need from a complex issue into a simple, visual representation of the situation; allowing possible solutions to be seen more clearly.



Dr. Carlos A. Raimundo is a psychiatrist with an MBA in Business Management. His book “Relationship Capital” discusses the importance of relationships in a corporate context. His diverse background in medicine, psychiatry and management, as well as his international experience, makes him uniquely qualified to understand and help solve organisational, relationship and communicating issues.

Carlos has been awarded the prestigious “Innovators Award” in New York in 2004 for ongoing research in human behaviour, neurophysiology and communication.

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Martin Moroney is a leading corporate communicating and interpersonal skills trainer. He uses the latest principles of generative learning and specialises in devising programmes for organisations and individuals to help them identify their uniqueness and branding positions.

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## ONE-DAY WORKSHOP

Ten Minutes to Clarity is a practical, interactive workshop that provides professionals with cutting edge interaction methodology and technology based on the latest neurophysiological and behavioural research. You will have fun in a business-like learning environment with many “Aha!” moments.

## COURSE OBJECTIVES

### AT THE END OF THE WORKSHOP, YOU WILL BE ABLE TO:

- Marry the Ten Minutes to Clarity tools and strategies to those you use right now
- Help someone identify what they truly need rapidly and efficiently
- Elicit clear information and eliminate misunderstandings in communication
- Coach your clients from the way things are now, to the way they would like them to be
- Help your clients get a result that satisfies their emotions as well as their logic
- Develop more trusting relationships with your clients

### AT THE END OF THE WORKSHOP, YOU WILL UNDERSTAND:

- Why words are not always an efficient way to communicate complex situations and feelings
- How your language can trap you into making false assumptions - leading to inappropriate conclusions and solutions
- How different areas of the brain assist or impede the process of communication

## WHO SHOULD ATTEND?

Senior executives, Human Resource managers, professional coaches, consultants, training professionals, sales people, mediators, medical professionals, financial advisors, lawyers, negotiators.

As we all know, modern business is all about managing relationships. Ten Minutes to Clarity is designed to manage relationships to get to a successful result. The strategies learned in this course are not exclusively applicable to business; they are valuable life skills that will enrich your personal and social life. We also offer consultancy services, in-house training and trainer accreditation programmes.

## WORKSHOP INCLUSIONS

- One-year membership to the Ten Minutes to Clarity forum, Newsletters, Updates, New techniques, your own BLOG for exchange of ideas with other practitioners
- This workshop entitles participants to credit points to the “Coaching with Clarity” training programme
- Workshop Manuals
- Play of Life Kit