



**Paul Hannan**  
Business-Life Coach

# ***Applied Emotional Intelligence***

## *The Gatekeepers*



### **Accelerated *Experiential* Workshop**

**We implement 3 steps to achieve your goals:**

**1. RESEARCH**

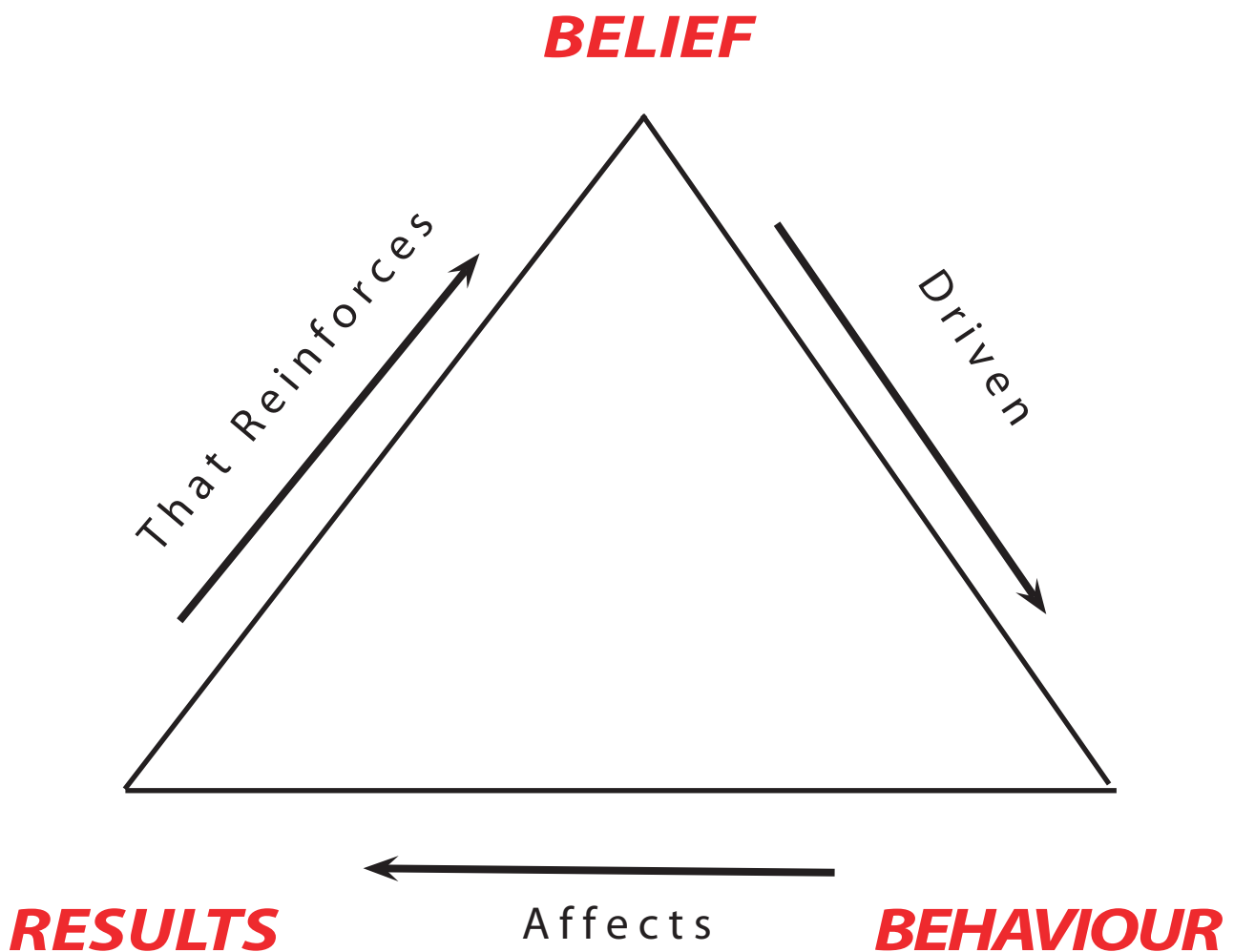
We interview key members of your client base to gain insight on what currently and for the future builds rapport. This gains the 'intelligence' emotionally and strategically that leads to the action plans that will positively impact your productivity and profitability. Tools include the **'Do It' Behavioural Profile** and **Strategic Business Questionnaire** which identifies the pros and cons of your team's current beliefs, behaviours and results.

**2. DELIVER**

We work with your people in a highly interactive, experiential way. This is akin to giving your people "a whack on the side of the head" (Edward de Bono). We constructively challenge their core beliefs and in a concrete way help them to transform their attitudes and actions - to lift morale, generate ideas and become more committed to achieving the most informed goals.

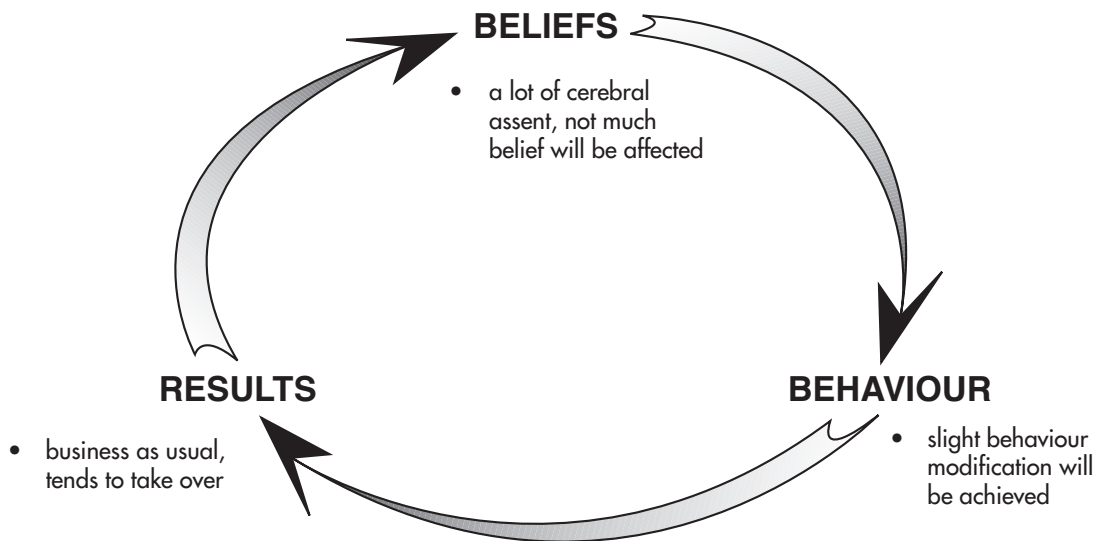
**3. MEASURE**

We help you to get better results because we make your team accountable with action plans that commit your people, time and resources to improve productivity.



## Scenario One ...

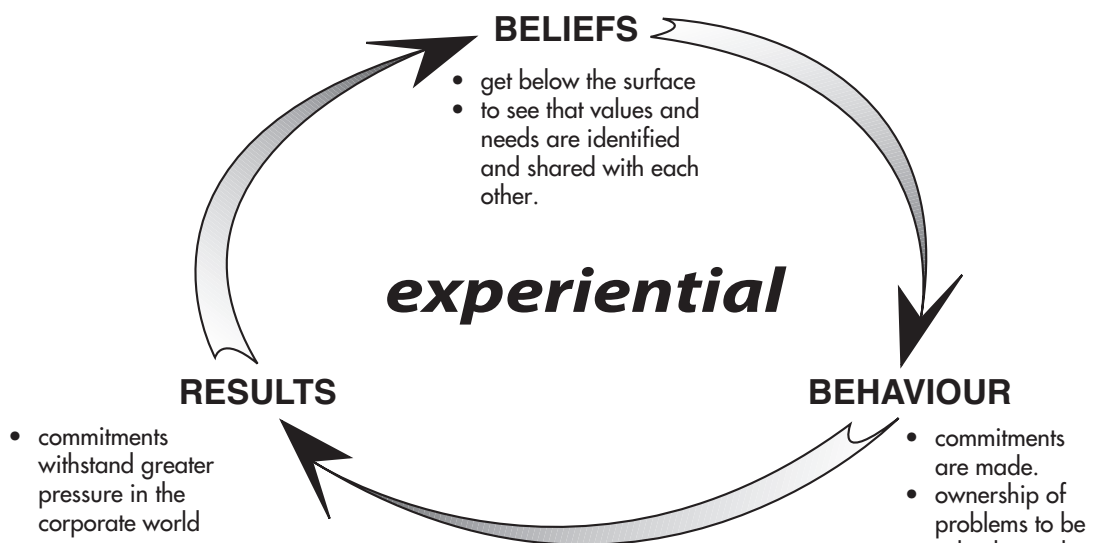
### Ordinary Training/Education



*the major difference between the two scenarios is that the one above stimulates the mind and achieves mental agreement ..... the one below mixes the above with emotion... that power that triggers all decisions.....the element that keeps our commitment !*

## Scenario Two ...

### Coaching/Training with inspiration ... the Simulation Concept



***This program is one day in duration and it enables your leaders and their team to significantly enhance their COMMUNICATION skills***

## Overview

This program compliments and extends Paul Hannan's suite of management and staff development programs. In this particular case, we address the all important subject of communication.

When we facilitate *The Gatekeepers* you can expect the following outcomes....

- You and your people will be provided with *real life tools* that will immediately *improve their ability to communicate information, ideas and initiatives*. *The Gatekeepers* can be delivered to managers, staff and your sales force in the same room and at the same time.
- You can expect an *immediate improvement in your staff's productivity*. They will have the tools to enhance their ability to interact with clients, their team mates and your managers will be better enabled to drive all concerned to greater levels of success.
- You can expect your sales people to *dramatically shorten their sales cycle*.
- With the tools provided by *The Gatekeepers*, they will be able to *discover more about their prospect in the first sixty seconds* of an encounter than a traditional sales person would discover in two weeks.
- After an initial meeting, your sales people will be *able to predict how your client will buy*.

## How the Program Works

*The Gatekeepers* is a high impact and rapid paced experiential learning adventure. Each participants is invited to call upon their interpersonal skills to get past *The Gatekeepers*. **(Customised de-briefs and workshops extend time according to outcomes required.)**

From the opening moments of our facilitation, participants can't help but be captivated by the challenge, its medieval theme and the costumes provided.

Once participants have been briefed on the task ahead of them, they are invited to take up the challenge using all their skills to approach one of the seven Gatekeepers. If they utilise all the resources provided and have some success, they progress to the first of seven levels.

Individuals who demonstrate true mastery in this process will be those that have pooled all the available resources and worked effectively as a team..... Ah! But will they?

When participants are faced with pressures that have clear parallels in the real world such as competition, time limits, distractions and an over-emphasis on recognition, their effectiveness is invariably impaired. Under these simulated pressures, individuals tend to lose focus and regret it later in the program.

However, a lesson learnt with us in this non-threatening training environment will stand your people in good stead in the REAL WORLD

## Key Experiential Benefits

Each participant comes away from our facilitation with a new found appreciation of why each customer, team mate or associate functions differently.

They will be equipped with a working knowledge of how to recognise each of the seven primary emotional drives in the first sixty seconds of any future encounter

At the end of the program, participants come away with a real world skills that are based on well researched science allowing them to COMMUNICATE at a significantly enhanced level

### ***How is the program going to be achieved?***

- Facilitation and participation
- A debrief work book (that becomes their reference manual)
- A set of "Desktop" Gatekeeper cards that they will refer to on a daily basis
- New found interpersonal skills that will enhance the individuals ability to COMMUNICATE in the field, in the office, in the boardroom and on a personal basis...

**Principal**  
AUSTRALIAN INSTITUTE FOR HUMAN DYNAMICS



## Up-Front

Paul's basic belief in the corporate world can be summed up in this one statement:-

"Build people's lives for prosperity,  
both personally and commercially."

**Paul Hannan**  
Business-Life Coach

## History

Paul's career has spanned many facets of human dynamics development. Over the past 22 years he has advanced through various areas of professional selling, adult education and business management; was founder of the Manpower Management Group and today is the Principal of the Australian Institute for Human Dynamics.

Paul originally from a theological and counselling background is a COACH and motivational specialist who **has a deep commitment to helping people and organisations discover their full potential**. He uses "experiential" skills together with his unique talent to communicate with people from senior management through to all stratas of people working to succeed. As a keynote speaker, he designs his own inter-company programs from one day sessions to one-two year projects. As at 1st July 2004, Paul is consulting to a customer base of 487 companies with 36 projects currently in progress.

Together with his partner, Anne Marie, they are raising four children; have worked through losing a business and starting another; compete in the management consulting business, both interstate and overseas and have rebuilt a junior football club.

The Hannan family also own and operate a 70 seat cafe/restaurant seven days a week, which offers another opportunity to practice the principles that Paul coaches into the marketplace with his clients.

All these add to an amount of **practical experience that makes Paul's training, conferences and seminars 'down to earth'**, laced with anecdotes and the right amount of a good Australian sense of humour.

## ***The Gatekeepers can be used to:***

***To learn how to apply emotional intelligence when it comes to the different SOUL drives in individuals and teams.***

***To kick off your conference or company meeting with fun, enthusiasm, motivation & learning***

***To provide high impact training in a short period of time***

***To provide your organisation with a shared experience they will never forget***

## ***Contact us***

***at Australian Institute for Human Dynamics for more information:***

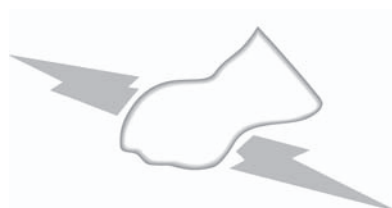
**PO Box 3228  
Tuggerah NSW 2259  
Australia**

**Ph: +61 2 4353 9022**

**Fax: +61 2 4353 9023**

**Email: [redemthefuture@paulhannan.com](mailto:redemthefuture@paulhannan.com)**

**Web: [paulhannan.com](http://paulhannan.com)**



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