

What do you want to achieve from your conference?

- Improve the PRODUCTIVITY and EFFECTIVENESS of your sales team
- Enhance your MANAGERS excellent 'technical skills' to improve their PEOPLE MANAGEMENT skills
- Introduce an effective SALES and ACCOUNT PLANNING Process
- ALIGN ALL DEPARTMENTS to your business strategies
- Develop your MANAGERS into LEADERS
- LAUNCH NEW PRODUCTS and/or SERVICES professionally
- Improve your CUSTOMER SERVICE
- Develop your HORIZON 2 and 3 STRATEGY
- Deliver a TEAM BUILDING EXPERIENCE with a difference
- Achieve a ROI from your CONFERENCE

We used to have only 2 people out of 10 on target. Now, with KONA's help, we had 8 out of 10 on target last month.

“ I have been in sales and sales management for 15 years and have attended many quality training conferences. During this time, I have never experienced a program that adapted its philosophies and methodology so succinctly with a company's industry, market, products, and value proposition.

You changed my life as well as my results!

”



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*Inspire,
motivate
and set
the benchmark
at your next
conference!*



KONA

GROUP

Because Hope Is Not A Strategy

**YOU WANT
BETTER RESULTS!**

Introduce **Ironman** drive and passion to your business!

At KONA, we work with businesses that are looking to improve their results through an entertaining, inspiring and practical approach.

Our team of Business Improvement Specialists work across all market segments including:

- Building & Construction
- Financial & Banking
- Industrial & Engineering,
- Services & Recruitment,
- Retail & Pharmaceutical
- Sport & Health
- Industry Associations

Clients include: AlSCO, SMC Pneumatics, IBM, Honeywell, Commonwealth Bank, SPOS, SALA, Flexirent, Nutricia, NSC/ICI, Fairfax, CSR, L'Oréal, Store A Box, BBX, Bartercard, Avnet, Camera House, AMP, Time, plus many others.

The KONA team members are highly skilled business practitioners who deliver high quality results.

We are NOT theoretical 'trainers' who deliver 'canned presentations' and never practise what they preach!

BECAUSE RESULTS COUNT!

Designing your conference content – tailored to YOUR business.

KONA conferences and workshops can be a one-hour presentation through to a three-day workshop.

This includes:

- **Sales Force Effectiveness:** Solution Selling; Pipeline Management, Sales Strategy, Territory Management, Key Account Management, Winning Bids & Tenders, Cold Calling, Presentation and Negotiation Skills, Professional Personal Presentation, Customer Service
- **Leadership and Management:** Strategic Planning, Managing and Motivating a Team, Forecasting and Budget Planning, Developing and Retaining key staff, Communication Skills, Time Management
- **Profiling & Benchmarking:** MBTI, DISC, TMP, LSI, 360
- **Team Building:** Cartooning, Fit for Work, Adventure Training and Retreats
- **Post Conference Follow up:** On the Job Coaching and Mentoring

“*Ultimately the test of any conference is the results it delivers. Since KONA has worked with us the effectiveness of the whole team has increased dramatically. But an even more noticeable improvement is the quality of leadership displayed by the management team.*”

Managing Director, Glenn Dobson, is an Australian International Triathlete, 15 Times Ironman Endurance Triathlete and International Speaker and Coach.



Most organisations seek dedicated employees that will commit themselves to achieve their business goals. How inspired are your people? Before and after work, Ironman Triathletes passionately commit to over 16 hours a week to prepare themselves to ultimately battle the grueling distance of a 3.8 km swim, 180 km bike ride and 42 km marathon run – all with the ultimate ambition: to qualify to compete in the invitation-only Hawaii Ironman World Championships in the lava fields of KONA, Hawaii.

So as you are reading this you are possibly wondering “yeah, so what?”

To achieve your business goals, you need people with the same drive, discipline, determination, focus, energy and activity levels that an Ironman consistently demonstrates to create and sustain a genuinely high-performance organisation.

Let the KONA Group bring YOUR conference and team to life!