

High Impact, Innovative Turning Point Events and Solutions



COGNITIVE EXPERIENTIAL

This is our longest standing category. This is where we started, over 25 years ago, up in the high Maluti Mountains.

The interventions in this category are powerful experiential experiences that cut right to point, they help teams confront how and why they operate, rapidly demonstrate strengths and weaknesses, and then enhance understanding and willingness to change and grow.

Today they are as applicable as they were in the early days. They are flexible and can now be run indoors or outdoors at a range of venues around the globe. They are culturally unbiased and produce outstanding results across very wide and diverse ranges of demographics.

Each of these interventions are built around a 5 step process. We professionally facilitate the experience to ensure that delegates not only move out of their comfort zones and get to know each other, but also safely learn new skills and techniques with which they can return to the workplace and actually increase levels of performance.

We recently added a series of new interventions in this category that address strategy, sales improvement, hands on performance enhancement and overall communication levels. Each of these services break down barriers, increase levels of trust and cooperation, and raise levels of understanding and commitment to a common goal.

These interventions are an essential ingredient in a well-structured change management program. We know that every leader needs a journey plan which helps him or her move the team from where they are to where they need to be. It was with this critical need in mind that we developed this category of turning points.

Each product is built on proven results, established team improvement methodology and years of experience. We have in excess of 100 000 hours of delivery time on these services alone.

LEARN MORE 

You will be **so glad** you booked them **for your people.**



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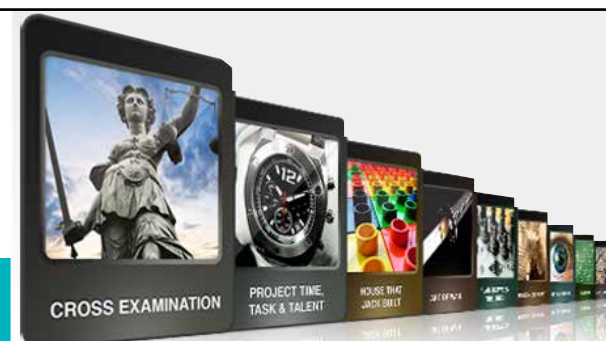
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Elephants In Main Street



Elephants In Main Street





PERFORMANCE ENHANCEMENT

CROSS EXAMINATION

Tip the scales in your organisation's favour with this activity. Let your team step into their legal eagle shoes and defend and prove their clients' innocence.

TALENT MAXIMISER

Does your team have the talent to complete this task on time? Only time will tell. Are you up for the challenge?

THE BIGGER PICTURE

The Bigger Picture is not only the perfect icebreaker to get people into teams, talking and working towards a common goal, but is also a phenomenal tool to test work process, structure and the team's real ability to communicate and trust one another.

ART OF WAR

Mental agility, fluid movement and tactical execution are central to your team's success in this experience – just as in business.

TIME TRAVEL

Are you ready to turn a long, boring bus trip into an unforgettable adventure? Let's go!

PLAN BETWEEN THE LINES

Plan Between the Lines has been designed to help teams continue to make positive steps forward in terms of their Vision, Mission and Values.

ONE TEAM ONE GOAL

There is no "I" in team. It only takes one experience to deliver this powerful message to all your team members.

GAME PLAN

Discover a whole new angle on team building and see how it changes the game in your organisation going forward.

PROJECT NAHAMADI

Hike up your leaders' confidence with a whiff of mountain air in an exciting adventure that will see them returning to the work-place with a lively "start-do-finish" attitude.

ENTREPRENEUR

Enliven your team's entrepreneurial spirit and engage them on a new level to push them to look at your organisation in a new and exciting way.

Cognitive Experiential

PERFORMANCE ENHANCEMENT



TIGERS OR PUSSY CATS?

This is a defining intervention that will turn your sales team into fearless closers that keep their eyes fixed on the next big sale.

SPEED MEET

Speed Meet is an innovative concept based on "speed dating". How well do we actually know our fellow team members?

SCENARIO

The perfect leadership getaway that prepares your company's leaders for the rapidly changing information-driven world and helps them internalise it and consider it in all their future decision making.

SALES SENSAI

The most important part in becoming a Sales Sensei is creating sales masters. Put your managers to the test and help them unlock the endless potential flowing inside their sales team.

RAINMAKER

Discover and understand the importance and the mystery of the Rainmaker in your organisations. This activity will help success rain down on your team.

PROJECT 29

Unlock the hidden potential in your sales team. Project 29 turns your sales force into a super force to be reckoned with.

MENTORS AND PROTEGES

Some of the biggest problems facing organisations today include: a lack of skills, low exposure to business practices and low self-confidence.

KNOW MORE ADVENTURE

May we propose a toast to the improved performance and new success that awaits your organisation after completing this scenic adventure.

MOVES OF THE KNIGHTS

Assemble your team around the round table and establish a clear set of values you can all be proud to live and work by.

GREAT DEBATE

This Great Debate challenges your team to confront the greatest issues affecting your business



Cognitive Experiential ---

PERFORMANCE ENHANCEMENT



BRIDGE TO SUCCESS

An exciting new conference alignment intervention, which utilises a combination of creativity, technology and facilitation to help create valuable turning points for teams.



CROSS EXAMINATION

TIP THE SCALES IN YOUR ORGANISATION'S FAVOUR WITH THIS ACTIVITY. LET YOUR TEAM STEP INTO THEIR LEGAL EAGLE SHOES AND DEFEND AND PROVE THEIR CLIENTS' INNOCENCE.



Cross Examination is our most powerful Cognitive Experiential process in the sense that it can handle just about any brief.

Need a new way to run a think tank or have a brainstorming session? Need a new way to get to the heart of the matter or generate solutions?

Cross Examination is an ideal way to mobilise members of your organisations from a range of different departments, divisions or disciplines. It allows people to share information, deal with issues that are preventing forward movement and co-create solutions that will redefine your market position.

We have run this process in a range of other spheres from Client Engagement Briefings, Research and Development breakaways, Focus Groups on Product Rebranding, Recruitment Interviews, Process Improvement Conferences... and even Conflict Resolution Interventions!

The team will experience what it is like to work together in an extremely organised and pressured environment, as the clock ticks ever closer to the trial. Will your team be ready in time?

The Cross Examination will be real in every possible sense of the word - real lawyers, valid arguments, evidence, witnesses, a bailiff and a judge. The teams will have a case or client to defend, whether it's the company or their product - you will be astounded at the result.

We wrap up the day in true Boston Legal style with a court room, filled with a jury of your peers, a bailiff and a judge. As the gavel pounds, you begin your opening statement of your case proving your knowledge of your product, company, team and most of all - yourself.

We designed Cross Examination to help our clients get the most out of their teams at the following levels: Strategic Planning, Sales Improvement, Project Alignment and Culture Change.





TALENT MAXIMISER

**DOES YOUR TEAM HAVE THE TALENT TO
COMPLETE THIS TASK ON TIME? ONLY TIME
WILL TELL. ARE YOU UP FOR THE CHALLENGE?**



Talent Maximiser demands different levels of physical and mental input to overcome a range of challenges against the clock. Each challenge is valued differently and the success or failure ratio of the team is dependent on leadership, teamwork, collaboration, speed, quality, engagement and attitude.

The big question on everyone's mind is whether the teams have the talent to complete the tasks within the set time limit, and whether they have the ability to prioritise the senior, high-value activities over and above the junior, apparently more urgent tasks.

Talent Maximiser tests insight, focus, creativity, and the ability to engage with clients. Talent Maximiser requires personal control, certainty, planning, creativity, and the ability to see the bigger picture. Teams will come to see what they actually do every day in the workplace, they will learn what makes them successful and what the underlying reasons for this are.

The learning method is experiential, and the success of the event depends upon how well the team works together and utilises each other's skills.

Talent Maximiser is followed by a feedback session during which the team has an opportunity to assess how well they did, and are also challenged to take their realisations back to implement into the workplace.

We have several versions of this process for groups of all fitness levels. We are able to run this indoors and outdoors. It is an extremely effective ice-breaker as well as a potent after lunch activator which raises the group's morale and gives them real tools with which to dramatically improve their productivity in the future. It is very cost effective, and can be run just about anywhere, for any group size.

Delegates walk away from the exercise enriched, aware of why they perform the way that they do and equipped with new tools and techniques to build a more efficient workplace together.





THE BIGGER PICTURE

THE BIGGER PICTURE IS NOT ONLY THE PERFECT ICEBREAKER TO GET PEOPLE INTO TEAMS, TALKING AND WORKING TOWARDS A COMMON GOAL, BUT IS ALSO A PHENOMENAL TOOL TO TEST WORK PROCESS, STRUCTURE AND THE TEAM'S REAL ABILITY TO COMMUNICATE AND TRUST ONE ANOTHER.



It is a completely scalable process that can work for teams of 4 to teams of 400 at a time. It is an incredibly fun way to teach the value of different personality types and at the same time give teams the tools to work together in a range of different situations.

It works in hierarchical, self-directed, market-focused, organic and virtual team environments. It is a robust, quick and effective team build to start the day or use after lunch.

The process is cleverly facilitated to enable groups to connect with each other and at the same time make meaningful links back to the workplace. Teams look, learn and laugh at themselves as the process unfolds. The key ingredients to the success of this project are planning, communication, role clarification, delegation of tasks and teamwork.

It is a great assessment tool as delegates see their abilities in action and realise just how important it is for them to see what they see, and be able to communicate this clearly.

This is normally an indoor exercise which uses Lego models as a basis for the process. The Lego models, whilst colourful, intricate and fun to create are just a high impact means to an end.

It is a cost effective process, supported by hands-on, experienced facilitation. It is fun, is completed within two hours and is a great way to lift the spirits of people during a conference or warm them up for a bigger event.





ART OF WAR

**MENTALAGILITY,FLUIDMOVEMENTANDTACTICAL
EXECUTION ARE CENTRAL TO YOUR TEAM'S
SUCCESS IN THIS EXPERIENCE – JUST AS IN
BUSINESS.**



The Art of War - Xiang Qi is the ideal intervention to get the team thinking like a general on the battlefield of life. The battle is won in the mind of the opponent!

We take teams back to world and time of Sun Tzu...

Try to imagine approximately 600 000 troops preparing for armed combat; this was the total number of troops at the battle of "Li Che", where Sun Tzu first emerged as a military strategist.

The military commanders of this period had to master all their supply lines, enemy movements, tactics and weapons as well as deal with the natural conditions that could not be changed. Mastering these elements dictated whether they would win or lose.

Both strategy and tactical plans were completely thought out, studied and pondered before action was taken. From the generals downward a clear focus emerged - "Know yourself and know your enemy and you shan't be defeated, even in 100 battles. Know only yourself and not your enemy and for every victory you will face defeat. Know neither yourself nor your enemy and in every battle you will succumb..."

Though combat was always the last option, every leader, general and soldier prepared for battle. These took place with swords, spears, horse drawn chariots, shields, banners and flags. Heavy equipment needed to be carried assembled / disassembled each time the army moved position.

Soldiers were inspired as much by the focus of their leaders as they were by their personal determination - a perseverance born of the need to survive!

We have built a full blown military scenario based on the principles taught by Sun Tzu. Teams emulate each of their competitors and dissect their strategies, increase their awareness of their assets and capabilities and compete using the principles of the Art of War.

This process combined with an amazing array of war games using quad bikes, archery, paintball and clay pigeon challenges provides for an extremely potent learning experience that makes it easy to learn the principles and then apply them to everyday work and market interaction.

If our team fails to meet targets, we come under pressure. **Managers should be masters at motivating teams, providing support and ensuring that their teams are well trained and resourced.**





TIME TRAVEL

ARE YOU READY TO TURN A LONG, BORING BUS TRIP INTO AN UNFORGETTABLE ADVENTURE? LET'S GO!



We turn a long, boring and often hot bus trip into an amazing adventure that gets everyone talking, teaming and having fun. An added benefit is that they get to see the countryside and learn something new about their country along the way.

As teams get on board and the wheels of the bus start to turn, they'll get a SMS asking them to find their Time Travel capsule on the bus or in the plane.

They will open their Time Travel Briefcases to find their very own iPad, fully wired up and connected to a mobile network. They will need to find their team members in the bus or plane or across a fleet of buses travelling to the venue. The competition is now in full swing and communication is high as teams unlock puzzles, connect on their very own Time Travel website and update and interact in a custom built social media zone that orients everyone to the theme of the conference.

This process is available for teams driving or flying from different regions and converging at a central point. It is an ideal virtual turning point experience as it knows no borders or barriers.

Time Travel is fully customisable. You can add in a blog feature, a social media interface and really turn a boring trip into an exciting experience.

This process is also an excellent way to re-invent two or three of the typical death by PowerPoint experiences or for the CEO to do his or her welcoming address, thereby giving your team more time on conference to cover more detail or take advantage of the venue.

It's high tech, fun and interactive. It fills the gap with something valuable and can be run throughout the conference as a communication tool which keeps everyone updated.





PLAN BETWEEN THE LINES HAS BEEN DESIGNED TO HELP TEAMS CONTINUE TO MAKE POSITIVE STEPS FORWARD IN TERMS OF THEIR VISION, MISSION AND VALUES.



Each day we continually receive rave reviews and thank you notes from our clients saying how much they have appreciated their News Room, 7th Edition, Art Jam, Movie Maker or Tattoo Revolution. They comment how these have united their teams around a common goal and ethos.

Over the past few years we have been developing the next stage of the journey between one of these interventions and a final Cross Examination. We call it Plan Between The Lines.

And it is literally just that. It is tangible, fresh and invigorating. It is a “must have” for any team that has done one of our Creative Expressive services and wants to ensure that they get full transfer into the workplace.

The team will discover what it is like to have the support of knowledgeable, experienced process consultants who guide them through aligning their plans and actions with their vision.

We examine each article, news clip and movie made in the previous intervention. We dissect the elements of expansion and progress defined and agreed on each one, and then we facilitate the group process so that the team is able to literally develop the exact set of plans, programs and projects with defined standards, conditions and deadlines in place to ensure that their vision becomes a reality.

A further benefit of this service is that we help define roles and responsibilities in the process and make sure that your structure supports the vision. The team emerges from this session supercharged and confident. Ready to apply their hearts and minds to the journey ahead.

Plan Between the Lines helps leaders take the next vital steps after getting everyone committed to a common goal. **It is designed to help teams unpack the nitty-gritty details of who is going to do what, when and in which order so that you don't lose momentum. It is an ideal way to ensure that you take and sustain a series of quantum leaps in your team performance.**





ONE TEAM ONE GOAL

**THERE IS NO "I" IN TEAM. IT ONLY TAKES ONE
EXPERIENCE TO DELIVER THIS POWERFUL
MESSAGE TO ALL YOUR TEAM MEMBERS.**



One Team One Goal is a highly structured process designed to clean up unfinished business, rejuvenate the team and restore levels of trust and co-operation. The team emerges from a 2½ day breakaway refreshed and aligned to a common goal. Communication is enhanced and the issues of the past no longer trouble the team.

It's like giving your Ferrari a full service with all the trimmings. If you are interested in creating and maintaining a high performing team, then One Team One Goal is your vehicle!

Prior to working with your team, we recommend doing a team snapshot/climate audit. Based on the response from the assessments and climate audit, we then formulate the correct intervention for each level of the organisation.

The process is linked to the current strategic intent and it compliments current processes and interventions happening within the team environment.

The entire process is aimed at addressing current attitudes and moulding desirable behaviour. As such, it should be people and not process focused.

The end result is an increased team ability to confront, handle and work with the current and future dynamics within the organisation.

The common goal needs to be determined and agreed upon by all the relevant role players.

A simple, concise and clear message and explanation has to go out to the whole organisation. The message needs to be made visible and needs to become entrenched in the hearts and minds of the people.

We combine the outcomes from the Initial Audit and Interviews process with our proven processes and technology so as to ensure an excellent outcome for the team. All of our interventions follow a specific delivery sequence, which ensures that teams develop per the required objective and thus support the transformation process.

Practice and apply new skill until it results in ability and enhanced performance





DISCOVER A WHOLE NEW ANGLE ON TEAM BUILDING AND SEE HOW IT CHANGES THE GAME IN YOUR ORGANISATION GOING FORWARD.



Game Plan is an action learning experience... with a twist. It takes place 'live' in the workplace, after anyone of our other turning point programs, and is supported by our very best facilitators and consultants who actually help you organise your team in the workplace. So what is the difference between Game Plan and any other turning point experience?

In Game Plan, we actually help you deal with actual real life situations and positively change the scoreboard as you work.

After any one of our turning point programs, delegates will meet our team back in the workplace. We'll have a desk, a space, an office and a place just as you do. We'll help you transfer all of the realisations, learnings and tools that you acquired during the off-site or breakaway team build back into your daily lives.

Game Plan will advance your team into helping you focus on the goal, unpack it into bite-sized pieces, and then shadow you and your people as you tackle each one. We provide real-time coaching, observations and feedback.

We help you make the links between the off-site experience and the realities of work. We help you to win as a team.

Game Plan helps provide certainty in terms of direction, convert confidence into real capacity and applies energy into tangible actions that change your team's position and ranking in the game you play each day.

We shadow and support you in every interaction from internal interdepartmental interfaces and customer engagement to supplier optimisation and alignment. We set up an internal academy which helps you capture your successes and replicate them as well as review your team's performance using ghost caller and mystery shopper type experiences.

In simple terms, the game is changing all the time. The difference between your team and your counterparts in your opposition's business is simple. **Who is more organised? Who is training harder? Who has the better coaches? Who has the better Game Plan? Who can move the fastest?**





PROJECT NAMAHAADI

HIKE UP YOUR LEADERS' CONFIDENCE WITH A WHIFF OF MOUNTAIN AIR IN AN EXCITING ADVENTURE THAT WILL SEE THEM RETURNING TO THE WORK-PLACE WITH A LIVELY "START-DO-FINISH" ATTITUDE.



In these uncertain times, leadership is central to the survival of every organisation. Project Namahadi is a highly focused and structured, cognitive-experiential program for new and existing leaders.

Often leadership courses are run in a course room where individuals are bombarded with theory and example case studies. Once out of this environment, and placed into a real life situation, where these skills have to be applied, the individual experiences a series of failures and difficulties. Project Namahadi is designed to bridge this gap.

Project Namahadi is designed to take place in three different terrains so as to accommodate groups of different fitness levels. Teams can experience this powerful leadership development program in the Num Num Valley, the Namahadi Pass, Moon Landscape and on Mount Kilimanjaro.

The process allows each person in the program to learn and apply these leadership skills taught in a practical way with real-time feedback and evaluation. The delegates' confidence and certainty grows by the minute, as they receive feedback and coaching from other leaders. They return to the workplace better equipped to lead. Delegates need to have the ability to jog 5 kilometres without strain in order to be eligible for the program. In certain cases, we may require a medical practitioner's evaluation in order to accept a delegate onto the program.

Delegates will experience what it is like to live and survive out in the wilderness or mountain area without the usual creature comforts of a conference centre. We use the outdoors as our learning centre.

The program has a combination of theory and personalised coaching inputs along with practical hands-on coaching experiences where delegates are encouraged to practice the tools and skills taught in a wide range of conditions and circumstances.

Delegates learn the power of feedback, grow their ability to get others to get things done and discover the power of emotional intelligence.

Leadership is central to the success of any team. **Project Namahadi empowers leaders to be able to return to the workplace and get compliance, co-operation and raise morale for the better. It teaches leaders the power of Start-Do-Finish.**





ENTREPRENEUR

**ENLIVEN YOUR TEAM'S ENTREPRENEURIAL SPIRIT
AND ENGAGE THEM ON A NEW LEVEL TO PUSH
THEM TO LOOK AT YOUR ORGANISATION IN A NEW
AND EXCITING WAY.**



Entrepreneur is an experience that shows leaders and teams just how much latent potential is sitting inside their organisations, and how much more competitive, vibrant and exciting their jobs could be. It exposes teams to a new level of thinking, a fresh approach to getting things done and a better mind-set in terms of identifying new, viable market sectors... as well as opportunities to truly delight your customers and shift your market perception and position.

The team will meet Mr. E. And Mr. E wants a very clear result.

They will have 48 hours to raise R300 000 for charity. They will have everything at their disposal from phones and cars to computers and the internet. They will have designers to develop marketing material, consultants to help coach them in terms of communication skills and mentorship sessions with entrepreneurs in the marketplace.

However, they will have to pay for everything as they use it. They start with zero in the bank account. They have a 24 hour line of credit on the resources at hand and will have to turn a profit each day to be eligible to use the resource bank on Day 2 and Day 3.

There are no hours of work, there is no knock-off time. There are no limits... other than one small detail. Funds may NOT be raised from fellow team members, customers or suppliers in the client's industry.

Every day is divided into 4 trading sessions of 5 hours. There is a boardroom review 4 times a day and teams have to produce their actual results... letters of sponsorship or remittance advice into the project bank account.

The phrases "busy with it", "in process", "trying", "waiting" or "ongoing" are not accepted. It is either done or not done. It is either signed and banked or it's hot air.

In Entrepreneur..."Talk is cheap... money buys the drinks!"

The 60-hour Challenge culminates in a live auction which the teams will have buyers arrive at and buy goods or services that have been procured by the teams in the previous 48 hours.

They will have had to plan, produce and set up this culminating event from the very moment they start on Day 1.





**THIS IS A DEFINING INTERVENTION THAT WILL
TURN YOUR SALES TEAM INTO FEARLESS
CLOSERS THAT KEEP THEIR EYES FIXED ON THE
NEXT BIG SALE.**



Tigers or Pussycats is a sales experience workshop that has tangible outcomes, enhances team dynamics and helps your team overcome objections in action in a live simulator where you actually make sales to your customers during the process.

We convert the conference room into a real live sales battle room. Delegates are equipped with workstations, phones, live internet, and promotional material... everything they need to sell.

The energy is electric as the scoreboards begin to fly, we run each round, review and dissect each interaction, get group feedback, learn new handlings to overcome objections and problems and most importantly, we grow the team in terms of courage, competence and their ability to take control.

We strengthen the role of the sales manager, and the relationship between the sales manager and the team. We clean up confusions and misunderstanding in terms of product knowledge. But most importantly, we leave the session having more than paid for the cost of the day.

In our experience it is vital for us to come in prior to running Tigers or Pussycats and do a complete audit of the sales area in your organisation

We have achieved phenomenal turnarounds in sales team performance. We provide the Sales Manager with a structured plan with which to manage and review the progress and accomplishments made as we prepare for the session as well as monitor the transfer into the workplace process after the session

In a world where competition is getting smarter, faster and hungrier than ever before, you simply cannot afford to not improve your sales team.





SPEED MEET

SPEED MEET IS AN INNOVATIVE CONCEPT BASED ON "SPEED DATING". HOW WELL DO WE ACTUALLY KNOW OUR FELLOW TEAM MEMBERS?



Knowing what makes your team mates tick, inculcates a culture within the organisation of caring for and understanding one another. Build affinity within your team and you will build a deeper understanding of the human resources you have on hand.

Speed Meet is a fun light-hearted platform where delegates are paired together in fast-paced segments.

They are tasked with completing fun, energising and out of the box tasks together like taking photos, answering trivia, solving music montages and doing theatrical, on-camera interviews. Why not throw in a cocktail mixing session, truth or dare and 30 Seconds.

At the end of each segment, a bell is sounded to signal the participants to move on to the next "meeting". At the end delegates submit to the judges, a list of who they think are the most expressive, most humorous, most descriptive or the music buff etc. All of this is supported by the latest technology and AV to ensure the event is current and invigorating.

Come together and connect with one another like never before. Discover things about your colleagues in a unique, fun way and forge new, valuable relationships.

The process is flexible and can be facilitated over dinner, at the start of the day or in a break during the conference. It can be facilitated with team members, inter-department groups, with clients, joint venture partners... **It is fully adaptable to include product knowledge, cultural diversity, the history of the company etc. and it will deliver in terms of boosting the emotional connection within the group.**





SCENARIO

THE PERFECT LEADERSHIP GETAWAY THAT PREPARES YOUR COMPANY'S LEADERS FOR THE RAPIDLY CHANGING INFORMATION-DRIVEN WORLD AND HELPS THEM INTERNALISE IT AND CONSIDER IT IN ALL THEIR FUTURE DECISION MAKING.



Nowadays, decision-making has become far more complex than ever before, taking place in a fast changing, highly uncertain information driven environment where values, behaviours and social structures are no longer as stable and predictable as they were. The complexity of the environment undermines our ability to understand what the future will look like.

Traditional planning and forecasting practices on their own are not enough to serve our needs in getting the insights and answers to the future. Accountable decision making requires a high element of certainty - an adequate level of knowledge and confidence in our assumptions about that knowledge.

Thus the ability for an organisation to critically review its assumptions on external developments and to incorporate thinking about external uncertainties in a structured way is of key importance.

SCENARIO is a hands on process using a powerful methodology to enable groups to structurally anticipate change and incorporate external uncertainty into the internal decision making process. **A must for any leadership group!**





THE MOST IMPORTANT PART IN BECOMING A SALES SENSEI IS CREATING SALES MASTERS. PUT YOUR MANAGERS TO THE TEST AND HELP THEM UNLOCK THE ENDLESS POTENTIAL FLOWING INSIDE THEIR SALES TEAM.



Many successful sales people become sales managers. The position carries a lot of weight and the position itself typically involves either running the entire sales department or a significant portion of it.

They get caught up in the trap of spending their time managing the numbers, studying the spending, being mindful of the cost of sale, carefully watching the attrition rate of existing accounts, and tracking new business. However, none of those responsibilities are as important as growing and developing salespeople.

The SALES SENSEI program helps new sales managers overcome this dilemma by finding a way to focus primarily on coaching while also juggling all of the responsibilities of management.

The SALES SENSEI enriches the delegate with the willingness and ability to coach and lead the numbers through inspiration, motivation and a gaining a commitment to a common goal. They become true team builders and learn the skills of growing and activating rain makers and stars within their ranks. **They link purpose, urgency, relationships and rhythm into a finely tuned program that delivers on budget.**





RAINMAKER

DISCOVER AND UNDERSTAND THE IMPORTANCE AND THE MYSTERY OF THE RAINMAKER IN YOUR ORGANISATIONS. THIS ACTIVITY WILL HELP SUCCESS RAIN DOWN ON YOUR TEAM.



In today's competitive world the real star of many organisations is the RAINMAKER. This is the person who brings in new business and wins new accounts almost by magic!

Our RAINMAKER workshop is a practical workshop to help teams develop their rain making skills in a hands on and fun way that breaks down fixed ideas, develops new skills and creates energy around ensuring viability for the organisation. It is a tremendously important intervention as it helps spur the team around the drive and requirements of the RAINMAKER who is so often misunderstood and unsupported.

This experiences increases understanding across the team in terms of how to confront, be nimble and think big.

What makes RAINMAKERS such a potent experience is the fact that there is careful balance of theory and practical application. Teams learn from a series of structured case studies as well as deal with real life examples from their own business and industry. **An entire strategy's success can often depend on the number of activated and aligned rainmakers in your business.**





PROJECT 29

UNLOCK THE HIDDEN POTENTIAL IN YOUR SALES TEAM. PROJECT 29 TURNS YOUR SALES FORCE INTO A SUPER FORCE TO BE RECKONED WITH.



PROJECT 29 is a hands on, journey plan for sales teams which is designed to help them make a direct change to your bottom line by increasing their conversion rates. We work hand in hand with your sales and marketing managers to create a culture of winning and an infectious passion for caring for your customers. We bring the pillars of product knowledge, quality, service excellence and competence to life as we transform your sales team into a united team of professional hunters and closers. PROJECT 29 provides the sales team with the right environment to deliver on your budget within policy and time frames.





MENTORS AND PROTEGES

SOME OF THE BIGGEST PROBLEMS FACING ORGANISATIONS TODAY INCLUDE: A LACK OF SKILLS, LOW EXPOSURE TO BUSINESS PRACTICES AND LOW SELF-CONFIDENCE.



We approach mentorship as a mission to equip people with the skills and knowledge necessary to create an environment where they are able to identify and recruit potential future managers; install systems and mechanisms for effective knowledge transfer and provide coaching tools to ensure safe opportunities for experience to be gained without sacrificing quality of standards.

Mentorship must therefore play an integral part in the development of people, and together with carefully selected training programmes, must lead towards improved productivity within the organisation.

Mentorship is all about relationships - a relationship between the mentor and the protégé. Education, skills and knowledge play an important role in this relationship and can include every facet of life, i.e. physical, intellectual, moral, spiritual, social and administrative development.

Mentor relationships must have a high level of mutual respect, trust and affinity, all of which contribute to the effectiveness of the mentoring process.





KNOW MORE ADVENTURE

MAY WE PROPOSE A TOAST TO THE IMPROVED PERFORMANCE AND NEW SUCCESS THAT AWAITS YOUR ORGANISATION AFTER COMPLETING THIS SCENIC ADVENTURE.



Welcome to the Know More Adventure. Set in the scenic wine lands – there is not a more beautiful classroom.

Your team has the opportunity to explore and interact with winemakers, entrepreneurs and business owners to discover their unique value proposition. Each team will travel to various wine estates where they will enjoy and appreciate each estate's offering whilst having detailed discussions about similarities and differences between your respective businesses.

They will explore how each wine farm differentiates itself, deals with innovation and change and manages its identity in a sea of wine farms. Price, packaging and promotion will be explored. During the day there will be magnificent photo ops, cheese and olive oil tastings and of course the all-important wine tasting.

Consider your business and how it can learn and adapt after these informal focus groups with the Kings and Queens of the wine industry. The Know More Adventure helps your team enjoy and learn through the power of experiential learning. **This is a first class experience and a tremendous treat for any team**





MOVES OF THE KNIGHTS

ASSEMBLE YOUR TEAM AROUND THE ROUND TABLE AND ESTABLISH A CLEAR SET OF VALUES YOU CAN ALL BE PROUD TO LIVE AND WORK BY.



Moves of the Knights is a fantasy come to life. You travel in time to the era of medieval conquests, you are transported into a village set in this era. Horses, carts, chickens, blacksmiths and sheriff all interacting around fire places and stoves...eating, drinking, celebrating and interacting.

Amongst the hustle and bustle of daily life, there is a hive of activity as you and your fellow knights are challenged with problems of war, quests to invade your territory and problems of the local economy. At any moment you could be dragged off for torture or just for some good old fashioned tickling.

There is something for everyone in this experience. Excitement, action, swords and shields from a first-person perspective! Chivalry's vigorous yells, tricky feints, and historical re-enactment coalesce into some magnificent combat.

You'll be judged by the Lords and Ladies of the New Company Commonwealth. **Does your team have what it takes to walk the noble path to survive in the world we live in today?**





GREAT DEBATE

YOUR TEAM WILL BE CHALLENGED TO CONFRONT THE GREATEST ISSUES AFFECTING YOUR BUSINESS IN THIS TIME. SOME DEBATE ISSUES MAY BE INTERNAL, SOME EXTERNAL.



We use this rapid fire, high energy and intense collaboration tool help teams find sanity together.

They have to debate a range of carefully designed statements as either Protagonists or Antagonists. There is something for everyone in the process.

There is a live panel of adjudicators who question, clarify and judge each case based on its solution based argument content.

Of course, they also rate and rank the showmanship, eloquence and use of clever rebuttal and cross-examination. **It is a highly energised interaction that gets people solving problems and seeing things from the other side. It's quick, it's powerful and it's valuable.** It opens the door to tangible action plans and turning points. Ideal for your next meeting or conference. Good bye Power Point and Hello Engagement!





BRIDGE TO SUCCESS

HELP TEAM MEMBERS TO HEAL DIFFICULT RELATIONSHIPS AND OVERCOME NEGATIVE EMOTIONS WITHIN THE TEAM AND ABOUT WORK. ENABLE TEAM MEMBERS TO IDENTIFY AREAS THAT REQUIRE FOCUS AND ACCELERATION AS WELL AS AREAS THAT NEED TO BE INHIBITED WITHIN THE ORGANISATION.



Improve listening and communication skills amongst team members.

Connecting the team with the greater vision as well as each other. Identifying problem areas such as relationships and skills, and the steps required to restore and rebuild them. Problem solving through creativity.

Bridge to Success is an exciting new conference alignment intervention from Elephants in Main Street, which utilises a combination creativity, technology and facilitation to help create valuable turning points for teams.

Teams are able use the process to define the 10 - 15 factors that are inhibiting their success (as well as to rank them and then rate them) and confront the real reasons for these. We then have them do the same process again by examining the factors that were needed to accelerate them towards greatness. It is an ideal way to align on how to achieve common priorities together. This intervention works because it lifts the delegates up practically by getting them to apply what they have learned. Production is the basis of morale.

Bridge to Success is powerful because, unlike most conference interventions or theme platforms, it has a highly exchangeable result at the end – a visual storyboard of the journey, from the current condition to the future picture of greatness and how you will achieve these results. This visual storyboard will be created by the delegates.

