

Communicate31 Accountability System



The Quality Of Your Results Equals The Quality Of Your Communication



"Communicate31 helped transform my team from a team of champions, to a champion team. I can't recommend Communicate31 enough"

**Paul Boyko, National Sales Manager
Nespresso Australia**

About Communicate31

Who We Are

Communicate31 is a personal leadership and communications company guaranteeing a different approach to personal leadership and communication mastery. We specialise in providing individuals and teams with the mindset, confidence and linguistic mastery to communicate and collaborate with others for increased productivity, enhanced values-based work communities and job satisfaction. We utilise a unique learning system underpinned by existential principles, to create collaborative environments in which people are profitable and successful, without compromising their values.

What We Do

We are passionate about creating environments in which innovation and creative ideas are celebrated within a values-based system. Our programs provide solutions to address communication challenges so people work with integrity and authenticity resulting in superior outcomes and measurable results.

How We Do it

Communicate31's services are based on over 40+ years of combined experience in psychology, existential philosophy, management consultancy, entrepreneurial success and technical communication platforms. Each program is based on solid research from psychology that reveals career/life satisfaction is underpinned by a sense of collaboration, communication mastery and personal and professional alignment.

Our Model

Our programs are designed to take you on a journey from conflict to influence. Many people join with a fair level of self-reflection whereas others need permission to challenge the status quo.

Whatever level you join at, you are guided through a process of increased self-awareness and empowerment. It is through this process that you become a Calm Communicator.

The process works as follows:

- **Conflict** occurs when you haven't given yourself **permission** to change, especially when resistance from within or from others is anticipated.
- By developing high levels of self-reflection, you gain increasing **insight** into your own blind-spots and the **influences** that keep you from getting better results.
- You are encouraged to **challenge** the myths and unquestioned assumptions that limit the extent and nature of your options, thus increasing your **choice**.
- **Communication** skills become your strength and you are confident and empowered to be heard and taken seriously.
- Through this process of increased self-awareness and practised skills, you communicate with **conviction** and increase your **influence** and impact.





COMMUNICATE 31



“Clare is an absolute inspiration and was instrumental in my success as an individual and manager. Her methods are unique as she challenges the ‘norm’ and gets you to think out of the box.”

Karen Burman, Commercial Manager, Ichiban UK

THERE'S A WAY TO GET WHAT YOU WANT, IT'S DIFFERENT FROM WHAT YOU'RE DOING NOW, AND IT WORKS!



16 Month Communicate31 Accountability System

This specialised 16 month program is designed to transform your mindset and communication skills to enhance your influence, confidence and peace of mind.

The Communicate31 Accountability System is perfect for

- Thought leaders.
- Corporate refugees.
- Successful individuals seeking more freedom to create and thrive.
- Anyone seeking linguistic mastery to create more satisfying personal and professional relationships.
- People who want to capture, package and deliver ideas that make a difference.

If you find it hard to communicate what you truly think or feel, we make communication your strength so every conversation becomes a breeze.

The quality of your communication is directly linked to the quality of your results. The Communicate31 Accountability System provides you with the strategies, tools and linguistic mastery to communicate with ease and influence.

With the skills, confidence and positive self-belief that accompany success, you become empowered to converse and negotiate effectively.

We guarantee each month
you will dramatically
improve your confidence
and linguistic mastery and
develop specific skills.



MODULES

1

Self Talk

The Communicate Accountability System helps you master and direct your self-talk to support the delivery and content of everything you say. You will learn to become a self-talk detective and ensure you create positive internal dialogue that empowers your communication content and delivery.

2

Influence

When you become proficient in transforming your emotional and intellectual states, you will increase your influence in every aspect of your life. You will become confident in re-directing your energy to create win-win solutions for everyone involved. You'll become congruent in your communication, building trust and commitment from others.

3

Empowerment

When you break your hidden cycles of self-sabotage that inhibit quality dialogue, you will feel confident and empowered to handle difficult conversations that previously were avoided. You will learn to choose specific language and dialogue to support your message without unconsciously sabotaging your success.

4

Empathy

Developing and practising sincere empathy across diverse audiences, skyrockets the quality of your communication. Your communication will become clear and concise and its delivery will facilitate greater trust and commitment in your intention and vision.

5

Interplay

When you understand the transactional interplays that underpin all communication, you gain immediate insight into your own and other people's contribution to communication conflicts. You'll learn a methodology to analyse transactions and demystify the reasons for conflict and miscommunication.

6

Collaboration

Generational differences, opportunity and competition mean people have much more choice than previously. Becoming an exquisite communicator means you communicate and lead with presence, gaining the willing cooperation from others who respond to a collaborative leadership style.

7

Collateral

It can be challenging to maintain relationship harmony until you learn sophisticated skills where people feel valued and listened to during difficult dialogue. Building relationship collateral is an on-going activity and by becoming congruent in your communication, you will reap the benefits of others who trust that you will follow through on your promises.

8

Mindset

Influencing others requires developing a mindset that is self-reflective, congruent, consistent and values-driven. This workshop reinforces every aspect of intellectual, emotional and interactional influences to create lasting change in your communication. Influencing others becomes easier and setbacks are temporary and provide input of what needs to be done. By changing your mindset, your personal as well as professional relationships thrive.

Included

16 MONTH SYSTEM COMPRISING:



SEMINARS

Approximately every 60 days you attend a seminar at the Wentworth Sofitel hotel. Each seminar focuses on developing skills and expertise in one of the eight pillars of communication.



COACHING

In your first strategy session, we create your C31 Profile Plan. We identify specific challenges and develop personal goals for the next 16 months. From this, you prepare for your first one day seminar.



WEBINARS

One hour webinars between seminars keep you focused as you re-connect with other members and explore solutions to specific challenges and opportunities.

ACCOUNTABILITY

You are paired with another person to practice newly learnt skills in-between seminars, ensure accountability and a context within which to get better results.



ONLINE SYTEM

Our online platform provides a mastermind context within which you can regularly interact, share ideas, ask for feedback and benefit from the interaction of other members.



MATERIALS

You are provided with supporting materials, exercises, videos and direction for each of the Pillars. Together with the Communicate book these provide skills-based assistance to ensure skills are practised and performance improved.





Case

PREVIOUS ATTENDEES

Communication is a sophisticated process which, when refined and honed as a superior craft, underpins all satisfying relationships in every aspect of life.

Path of Conscious Leadership

In 2010, eight successful leaders from different organisations in four different countries collaborated to test the viability of Ricardo Semler's team methodology within Semco. In a ten-year recessionary period in Brazil, Semco's revenues grew 600%, profits up 500%, productivity up 700% and for the subsequent 20 years, employee turnover remained at an incredibly low 1-2% per year.

Within three months, these leaders formed a membership site called The Path of Conscious Leadership. Despite enormous differences in their backgrounds, culture, careers and aspirations, they were all disrupters who sought innovative ways to manage in changing times.

Using collaborative leadership principles, this disparate group of individuals overcame the challenges of distance, time differences, full schedules and online technology to publish their first book, *'Would I Follow Me?'*

The principles upon which this venture was built resulted in the Communicate31 Model of Change and CAS through which forty individual leaders to date have progressed.



SARA KIDD
INDIEVILLAGE

Attributes her promotion to Head of Acquisitions and Digital Media and managing five people, to her accelerated leadership and communication development through the CAS. Sara has also created Zucchini Bean, a global online recipe database startup.

Studies



JO TURNER
TOOSH COOSH

Through CAS masterminding, re-packaged Toosh Coosh children's support seats to author and include the *Mealtimes without Mayhem* book to enhance product offering and educate parents on the importance of family mealtimes. Expanded business to manufacture in China with intention to sell the business.



PAUL BOYKO
SAVE THE CHILDREN

Following a consistent, impressive sales record as Nespresso's National Sales Manager and later Lavazza, became National Corporate Partnerships Manager - Save the Children Australia. The CAS provided a context to align strategic leadership with his personal values and interests.



ADRIAN PEARCE
VEGGIE BEDS

Credits the CAS masterminding and linguistic skills development to enabling him to apply his IT and Project Management Skills to create Veggie Beds Online Accommodation Platform. Currently Project Manager – IT and Insurance industries, whilst managing his own projects.

What People Have Said

"If you are considering doing the CAS, DO IT! It will change your life, it will empower you, giving you the skills and techniques to confront any obstacles or issues you've had in your life."

Sara Kidd
Indievillage

"When I first started the CAS I didn't know what to do with the next phase of my life. From the course I met a great group of people who I've worked with from concept to actualisation of a new business. Great for keeping on track and staying focused with surprising synergies from such diverse members."

Michelle Darlington
Seed It Up

"Clare is a Neuroleadership expert whose interventions are underpinned by existential principles. She has an innate ability to awaken and activate human potential in all aspects of a person's life. She empowers you to master the art of communication beyond just words, expressions and emotions. It is how she combines the tools and techniques to break through your internal dialogue, beliefs and behaviours that will elevate you to achieve peak performance and potential. She helped me conquer the challenges I experienced on my entrepreneurial journey"

Fleur Leong
BeOnDemand



"From communication skills training through to masterminding business ideas - it's all here! Even though this is a communication training course it includes a lot of personal development that will challenge the way you see and operate in the world - for the better!"

Adrian Pearce
Vegie Beds

"I originally joined the CAS to improve my ability to lead my corporate team. However the journey has provided me the opportunity to align my work with my personal values and find a way to utilise my skills in a not-for-profit environment. I highly recommend the Communicate31 team and CAS."

Paul Boyko
Nespresso

"I highly recommend the program to anyone who is thinking of elevating what they are trying to achieve with friends, family and work environments. I feel transformed from having gone through this process."

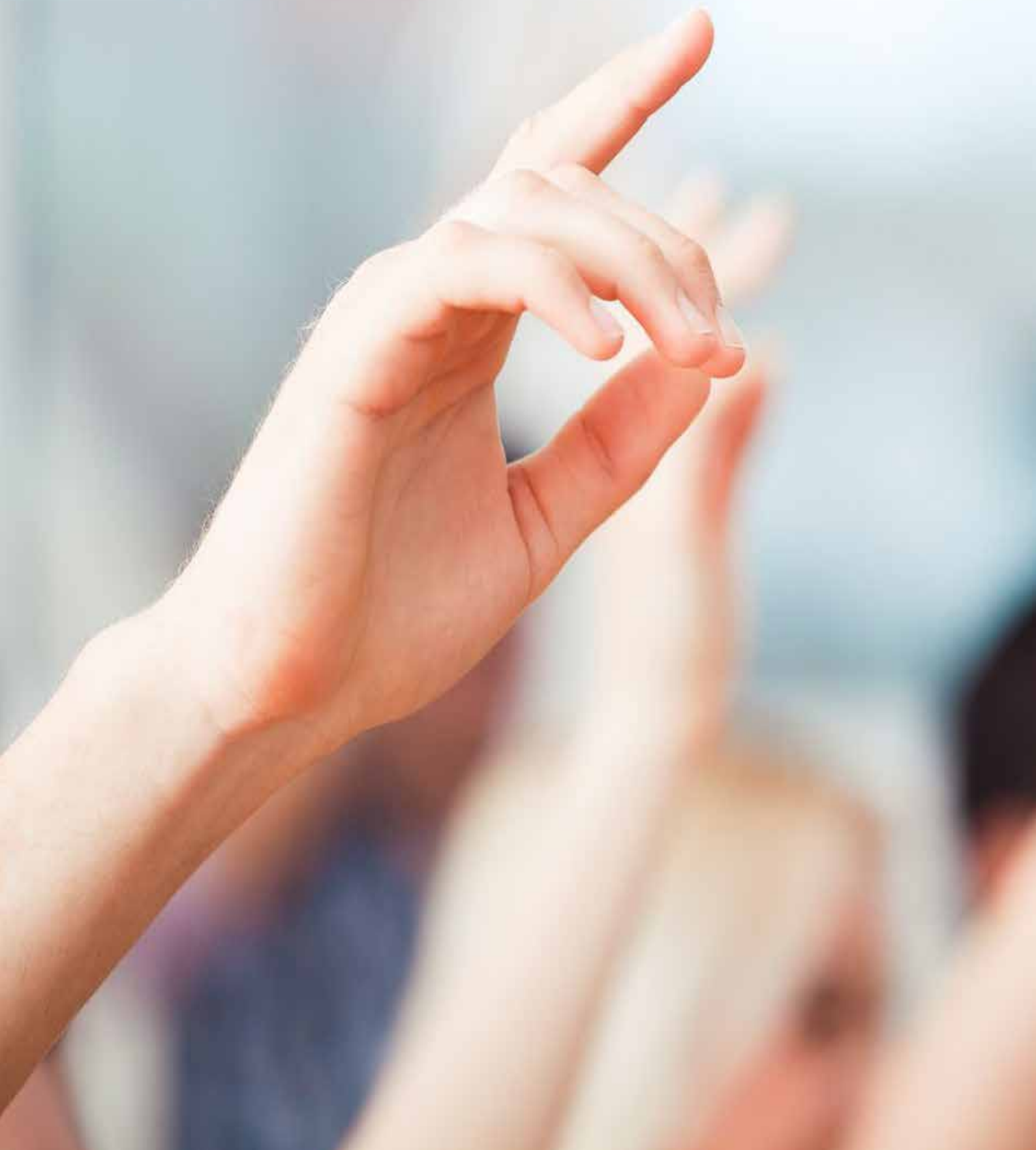
Naomi Rosenthal
Tudor Investassure

"A fantastic group to work with. Have learnt a lot about myself and others and have grown tremendously through the process, gaining the confidence to leave a corporate career and start my own business. Thank You!"

Michelle Schwehm
CBA



Frequently Asked Questions



Why is the program 16 months long?

The CAS is a transformational process through which the optimum environment is provided for positive and permanent change in your mindset and linguistic mastery. The extended nature of this program provides the required context within which your skills are practised and refined in your everyday life, your knowledge developed and your awareness expanded to create outcomes and opportunities you were not aware of before.

Who typically becomes a CAS member?

Individuals with a hunger for learning, commitment to excellence and willingness to expand their minds to new ways of thinking and acting in the world. The CAS is for successful individuals who wish to go to the next level but often feel out of place with traditional ways of working, interacting and thinking about the world. They seek open-minded thought leaders to collaborate and grow with so they can have, do and be more with ease and authenticity.

Could I achieve the same outcomes through traditional training and personal development?

Skills training alone is limited since it ignores the unconscious counter-intentions that interfere with conscious aspirations. To be an effective communicator with influence, and impact, you must develop a healthy relationship with yourself, uncover your blind-spots on an ongoing basis and become aware, at a quantum level, how you co-create your reality. When you change your mindset and match this with linguistic mastery, results flow more naturally and powerfully and opportunities open up that enable you to "live on purpose".

How do you guarantee results?

We provide a context within which you become an exquisite communicator, confident and empowered and reaping appreciable benefits in personal and business communication.

Over forty individuals, and more as others graduate, have progressed through the CAS, each with their own stories of success and transformation in their personal and business lives. No two individuals achieve exactly the same results but with commitment and application, you will accelerate your own results. We invite transparency and prospective members are encouraged to speak to our existing and past members about their experiences and results.

How much time must I devote to the CAS?

There are 8 full day workshops, one every two months on a Sunday in Sydney CBD. Between workshops, you attend two live video tele-classes via your computer or mobile device.

Each week you receive a prompt to utilise skills learnt in the workshops and webinars. These require 10-15 mins of your focused attention each week and add up to appreciably build your success over the 16 months.

You are communicating with yourself and others all the time but much of this you probably never consciously reflect on. The CAS enables you to do this in a conscious, aware manner so you continuously improve your actions and results, rather than leaving your learning to chance.



"Clare impresses me; She is the great communicator and her teachings always get results."

Doug Wead
US Presidential Advisor & Bestselling Author

About Clare Mann

Clare is the founder and lead consultant at Communicate31. She is a renowned Psychologist, Author, Existential Coach, and one of Australia's key agents of change. Her expertise in leadership, communications and psychology has lead her to be one of the most sought after psychologists in Australia.

She has published three books and contributed to six others, one of which is a best-seller and another the prescribed university reading for professionals in HRM. Her inclusion in *50 Unsung Business Heroes* (2015) positions her as a thought-leader and facilitator of change.

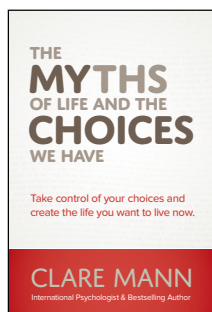
Her latest book "*Communicate – How to Say What Needs to be Said, When it Needs to be Said, In the Way it Needs to be Said*" has international acclaim with the foreword written by US Presidential Advisor and Best Selling Author, Doug Wead.

She has extensive international experience, facilitating individuals and organisations to create extraordinary results in communication and team development. As the Editor in Chief of the digital business magazine *Ethical Futures: Conversations that Matter*, clients are inspired to become profitable and successful without compromising their values or results.

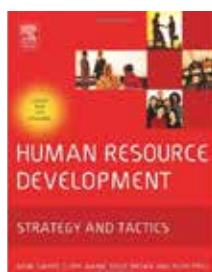
She was awarded Fellowship of the British Psychological Society and Australian Human Resources Institute for her contribution and thought leadership to these professions.



Communicate: How to say what needs to be said, when it needs to be said, in the way it needs to be said: Skills based book with proven tools and techniques to make communication your strength.



The Myths of Life and the Choices We Have: Self help book with 50 exercises to expand your notion of choice, freedom and responsibility based on Existential Philosophy.



Human Resource Development: Strategy and Tactics: Co-authored textbook for leaders, managers and university professionals on applied strategic HRD.



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