

Introducing Bec Fox...

Let's face it; when it comes to making your event, training session or retreat a success with real, measurable outcomes, it can all come down to your speaker.

Their ability to deliver exceptional, practical, implement-it-now-and-get-results information, and deliver it in an engaging, energetic and entertaining way will ultimately determine how much your audience absorbs and puts into action.

As an avid adventurer, executive leadership coach and transformational mindset and cultural wellness expert, Bec Fox will leave your audience both inspired and challenged and deliver plenty of laugh-out-loud and 'aha' moments.

Taking a look at business, team and culture challenges through an adventure lens, Bec can break through the "we've heard it before" mindset to shift perspectives, influence behaviour and create real transformation.

Bec is professional, engaging and dynamic but don't just take our word for it!

"Bec is dynamic and energetic speaker who has the ability to change lives that are ready for leadership and direction – no matter what their background or age. Sharing personal stories with humour and powerful insights, Bec takes the audience on a journey of self-discovery and provides solutions that inspire growth and change. After attending Bec's workshops and presentations, I always walk away injected with a renewed zest for life on many different levels."

- Viv Capes



Who is Bec Fox?

Bec Fox is a highly respected executive leadership coach and business coach and a specialist in transformational mindset, personality profiling and cultural wellness. With 30 years experience in business development, leadership, recruitment and high performance, Bec has helped hundreds of businesses optimise performance, build high functioning teams, increase sales, manage growth and create transformational change within their organisation.

As an avid adventurer, Bec runs unique corporate adventures and retreats that bring the invaluable skills of leadership, collaboration and creative problem solving learnt in the wild, into the workplace to unlock the peak performance and productivity of each individual.

Bec is also a highly sought after speaker. Known for her passion, high energy and engaging style, Bec delivers powerful insights in the areas of business, leadership and human psychology to shift perspectives, influence behaviour and create real transformation.

With a strong desire to give back to the business community, Bec has held many board positions and been a leader of women on professional boards and in Governance. Currently, Bec is on the board of directors for the Outdoor Council of Australia and Bendigo Bank- Wynnum Manly Redlands Community Bank. She is also the President of the Australian Camps Association.

Bec is a qualified Professional Executive Coach, Extended DISC Profiler and Trainer and Meta Dynamics 32 Profiler and is part of the International Coach Guild. She also has a Bachelor of Arts (Outdoor Education), Graduate Diploma Outdoor Education, Graduate Diploma in Education, Masters in Education and a Diploma of Business.

Transformational Topics

Talking on a wide range of business topics to help unleash the power in teams, leadership and business Bec can deliver one of her signature presentations or work with you to create a customised topic just for your event.

While every presentation Bec makes is tailored to deliver the specific results required by our client, the following recurrent themes are favorites among our clients. Each of the following topics can be tailored to a time ranging from 45 minutes to a full day.

Sales Success: How to increase trust, credibility and sales

Whatever industry you're in, you're in the business of sales. You need to get people to trust you, believe in you and follow you, and your ability to do this effectively comes down to your ability to influence and sell.

Being able to put yourself in someone else's shoes, personalise your pitch, build lasting relationships and influence behaviour are fundamental life and business skills that you will use time and time again.

In this interactive presentation, Bec will debunk some of the common sales myths and stressors that can be holding you back from sales success and reveal the strategies you need to build relationships and deliver your message in a fulfilling and authentic way that generates interest.

You will learn how to:

- Develop a wealth mindset to overcome money barriers
- Identify your market, niche and point of difference
- Know your brand and develop an elevator pitch to be confident and credible through the sales process
- Understand the foundations of human behaviour and Maslow's Hierarchy of Needs
- Build trust and curiosity
- Ask highly effective questions
- Be value-driven in your approach and listen for problems, challenges, needs and gaps
- Build strategic partnerships to leverage your sales influence

From good to great to exceptional: unleashing the power of high performance

As any good leader knows, the success of an organisation is ultimately determined by the quality of the team behind it. But while you can make every effort to have the right recruitment processes in place to ensure the right people are in your business, it doesn't guarantee that the right people are working to their full capacity or potential.

If your team don't love what they're doing, don't feel like they're adding value, have no opportunity for growth, lack purpose and direction, aren't happy or fulfilled, or don't know or believe in your 'why', how can you expect to get the best from them?

In this presentation, Bec will show you how to unleash the power of high performance in your organisation to help your team go from good to great to exceptional.

You will learn how to:

- Overcome common team dysfunctions
- Create a vision that aligns with everyone's values
- Develop a culture of inclusiveness and validation
- Work above the line and create a high level of thinking and operating
- Move your team from being toxic to exceptional
- Work at your peak both collaboratively and individually
- Embrace victories and failures to grow, build resilience and move forward

Remarkable recruitment: How to attract the right people into your business

In Jim Collins's bestselling book *Good to Great*, he writes that the key to building a great company is to *"Get the right people on the bus, get the wrong people off the bus, and then get the right people in the right seats on the bus."* It sounds easy, but if you've ever been involved in the recruitment process, you know how difficult this can be.

Periods of high growth and change can lead to desperate hires, candidates that look good on paper can be completely different in the workplace, and even the most ideal team members can be horrible culture fits.

So how can you be sure you are attracting the right people into your business? In this presentation, you will learn the recruitment essentials that will help you increase the calibre of candidates you attract and decrease the time wasters and wrong fits.

You will learn how to:

- Attract the right people to your position
- Position your business and job ad in a way that you don't attract all job seekers
- Avoid choosing the best in a bad bunch of candidates
- Review your organisational structure with every recruitment opportunity
- Use talent mapping as a way of identifying crucial hires for future success

Related speaking topics: *Bec can also speak on how to interview successfully, value-based recruitment, organisational structure, strategic planning, building your employment brand, the benefits of headhunting/executive search, and team effectiveness.*

Personality profiling: The key to unlocking peak performance

One of the best ways to unleash the power of your team and uncover their hidden strengths, talents, passions, personality quirks and communication styles is through personality profiling. But in many workplaces the reality is that skills are underutilised, strengths are unidentified, and communication styles are unrealised - costing thousands in lost productivity, opportunity and sales.

Just imagine if you could communicate more effectively, delegate more clearly, understand the 'why' behind certain behaviours and have the ability to unlock your team's peak performance? In this interactive presentation that can be customised for business owners, sports teams, performing arts teams, teachers, students and individuals or couples, Bec will show you how personality profiling can make this your new reality.

You will learn how to:

- Understand human psychology through the four DISC energies
- Identify your core strengths and stretches
- Build rapport effectively
- Decode the behaviour of others as well as your own
- How to reduce conflict through more effective communication
- Get the best out of your team and light their fire with ease and grace
- Unleash your power by ensuring all areas of your life are aligned to your DISC energy

How to develop a growth mindset

Have you ever experienced the frustration of not being able to grow beyond your current size? That despite planning, goal setting and taking action something always seems to be holding you back or sabotaging your success?

During these times it's easy to blame our team, our customers, our processes, even market conditions and shifting trends. But if you're honest with yourself, you'll realise that despite how many changes you make, you don't get the breakthrough you need.

In this interactive presentation, you will discover that what is holding you back may be a lot closer than what you realise or care to admit – you and your limited thinking.

What you will learn:

- The seven universal beliefs that unconsciously define how you act
- Your personal definition of success to ensure your happiness once your goals are achieved
- How to overcome cognitive dissonance to know where you want to go and achieve it
- How to unlock your potential by addressing limiting beliefs
- Core mindset success strategies to develop a growth mindset
- How to use visualisation to help manifest what you want

Become the leader others want to follow

As a leader, you have a lot of responsibility on your shoulders. You have to establish strategic direction, lead your team through growth and change, and ensure the seamless running of your business.

Your ability to instil trust, communicate your vision, encourage buy-in, engage employees, inspire action and maintain influence can directly determine the level of success you achieve in business and the level of respect you earn with your team.

In this presentation that can be customised for teams or leaders, Bec will help you develop your leadership skills to become a leader others will want to follow.

Leadership for teams

You will learn how to:

- Identify the difference between a manager and a leader
- Move from being a good leader to being a phenomenal leader
- Understand the role Maslow's Hierarchy of Needs has in leadership
- How to build a highly effective workplace culture
- Implement highly effective leadership strategies to become a leader others want to follow

Leadership for leaders

You will learn how to:

- Identify what kind of leader you are and your core leadership strengths
- Become a disruptive leader who creates positive change
- Develop top strategic direction using benchmarking and high-performance modelling
- Improve business performance by auditing and developing the nine critical areas of business

The egoless workplace: how to build rapport and credibility without infuriating anyone

In business it's important to have a healthy ego, it means you have self-respect, an understanding of the value you bring and the confidence you need to take necessary risks in your business or career. But too much ego isn't good for you or anyone around you.

In this entertaining, relatable and insightful presentation Bec draws the line between self-respect and self-importance and gives you valuable tips on how to manage your ego to make sure it doesn't become your downfall.

You will learn:

- The universal fears that hide behind big egos
- How to manage power resourcefully
- How to establish credibility and expertise without being a dick!
- How to ensure you maintain authenticity in business
- How to build effective relationships with staff and customers

How to effectively transition your team in, up or out

Throughout your business journey, there are many reasons for transitioning staff. From transitioning new staff in with effective onboarding, transitioning staff up through career development and transitioning staff out of your business due to change or misaligned values.

Transitioning In

In this presentation, you will learn how to onboard your team members more effectively and get the most out of your existing team.

What you will learn how to:

- How to communicate your vision, culture, goals and KPIs
- Identify the strengths and gaps in your team and the support they need to grow
- Understand different communication streams
- Communicate expectations and the unspoken rules of your workplace
- Immerse recruits in your culture to have a seamless transition

Transitioning Up

In this presentation, you will learn how to unlock the productivity and performance of your team and ensure you get the right people in the right roles.

You will learn how to:

- Uncover the strengths and stretches of your team
- Ascertain if an employee is the right fit for your organisation
- Identify the right people for roles to unlock greater productivity
- Conduct pair and job analysis by identifying DISC energies for the role
- Increase performance through 360-appraisal processes, surveys and feedback
- Detect new leaders within your organisation
- Grow your organisation by hiring people who intimidate you intellectually

Transitioning Out

In this presentation, you will learn how to transition staff out of your business while still maintaining a good relationship with them.

You will learn how to:

- Conduct performance reviews that uncover the goals, needs and values of employees
- Minimise the effects of a toxic person on your workplace culture
- Identify whether an employee needs to go or can be re-engaged
- Transition staff out in a positive way that helps them find their purpose
- The need for outplacement and how it can protect your employment brand

Business the greatest adventure of all

Phenomenal leadership requires determination, grit, creativity and the ability to manage adversity, challenge and risk. It also requires a phenomenal team who are united in vision and can perform well under pressure. It also happens to be

With over 30 years experience as an adventure coach, in this presentation Bec draws parallels between adventure and business to help you move out of your comfort zone, have more authentic interactions, increase performance, and achieve amazing feats in business.

You will learn how to:

- Create a vision that excites, scares and motivates you
- Set and smash your goals
- Handle and copy with setbacks when things don't go to plan
- Manage fatigue and doubt
- Surround yourself with a winning team for support
- The importance of celebrating achievements

Other topics Bec can talk about:

- Facing fears
- Growing through adversity
- Handling rejection, failure and setbacks
- Maintaining inner self-belief
- Developing tenacity and grit
- Finding your passion and zest for life

Custom Topics

Bec can create and tailor presentations to achieve the desired end result you present to us. Before talking to us on this one, ask yourself, *“What do I want to be different at the end of the presentation?”* and be very clear on the answer. Bec will then do her best to deliver!

The Next Step

Before you contact me, may I ask that you give a few minutes thought to the following questions? They'll make a HUGE difference to our discussion and ensure that you get the results you are looking for.

Who: Who is your audience?

What: What subject would you like presented?

Where: Where will your event be held (location and venue)?

When: What dates do you have in mind for your event? What is the duration?

Why: What result would you like to see flow on from Bec's presentation?

- Do you want your audience to see things differently?
- Take a course of action?
- Be energised and motivated to change?

How: Do you have a preferred format?

- Keynote speech?
- Seminar?
- Workshop?

KPI's: Is there a key performance indicator by which you (and Bec) will be able to measure the effectiveness of the presentation?

Thank you for your time, we look forward to the opportunity of working with you to make your next event a success!

Bec Fox

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