

## DKH Legacy Trust 2012 - TEAM DAY SESSIONS



Led by leaders in the field of training and development all our workshop sessions are interactive, focused on your needs and in an environment of mutual respect and confidentiality with your fellow DKH Legacy Trust team members.

### 13.30 – 15.00 TECHNICAL SESSIONS

All of these “Technical” workshops introduce concepts and ideas that will improve your performance in the work and “Give Back” that you do as a member of the DKH Legacy Trust.

#### **Moving from selfish to selfless**

**Tutor – Lucy Faulkner, Management Consultant & Business Coach, Lucy Faulkner Ltd**

As a high performance athlete in sport you have had to concentrate on yourself and how you can be the best. When you retire from sport at high performance level you will be asked regularly to use your experience and profile to get the best out of others. How do you ensure that you are achieving this? What methods can you use to ensure that you don't judge your sessions on how good you feel as opposed to how much your session impacted on others?

This workshop will introduce you to techniques to:

- ✓ Reflect on the impact you have on others
- ✓ Train yourself to think of others before yourself
- ✓ Improve your emotional intelligence

#### **Using your sporting/life story to motivate others**

**Tutor - John Parsons & Ronnie Heath, Create Development**

As a retired or current elite sportsperson you no doubt have a fantastic story to tell which can be both interesting and motivational to others. The key is knowing how to pitch it for different audiences and be able to tell the story in different ways the presentation. Do you do this or do you tend to just deliver the same way every time? If you have become stale or are unsure how to use your story or just need to improve your presentation skills this session is for you.

This workshop will introduce you to techniques to:

- ✓ Deliver excellent presentations
- ✓ Integrate storytelling with impact into your presentations
- ✓ Improve your emotional intelligence and ability to gauge the mood of your audience

#### **Supporting Young People**

**Tutors – Sianette Thomas, Personal Development Point (with Young People who have been involved in DKH Legacy Trust Projects)**

The DKH Legacy Trust is renowned for running high quality projects to create life chances for young people, focusing on employability skills and improving health and well-being. What makes the crucial difference to young people on our projects are the leaders who are all athletes from within our team. If you would like to get involved in these projects you **HAVE TO** attend this induction session.

The session will:

- ✓ Provide you with techniques to lead introduction sessions with young people which build rapport and trust between you.
- ✓ Give you an insight into common challenges faced by young people and highlight how athlete mentors can help to motivate and inspire young people to find a better future.

**NOTE - if you already have worked on any of these programmes with us you do not need to attend but if you wish to be considered for future work on GOT and NCS you will need to attend the briefing and recruitment session at 6.15pm for an hour.**

## 15.30 – 17.00 – TACTICAL SESSIONS

All of these “Tactical” workshops introduce concepts and ideas that will improve your own personal performance in your future careers.



### Getting what you are worth

**Tutor - Matt Barker, K2 Performance Systems**

From working with many of you of the past few years our coaching team has noticed that some of you do not pitch yourself at the right value to prospective employers or clients. This session will help you to explore what your true value is and provide you with some techniques to negotiate with others to achieve rewards in line with your true value.

The session will:

- ✓ Introduce what employers/clients are looking for from quality staff.
- ✓ Reflect on what attributes you have and the perceived value of these to employers/clients.
- ✓ Provide you with some negotiation skills and tactics to get what you are worth.

### Improving you Profile

**Tutor – Steve Hubball, Andy Gaukrodger, & Sean Walsh, Freestyle Interactive**

Are you as well known as you would like to be?  
Were you a big fish in a small pond in your own sport?

If you are wanting to improve your profile or reinvent your public perception this session will introduce you to some tactics that you may wish to use to achieve this. With a specific focus on utilising social media to get to your audience

The session will:

- ✓ How to put together an overall marketing strategy.
- ✓ How to set up your own website or blog.
- ✓ How to optimise your content so that search engines can find you.
- ✓ How to use social media, including Facebook and Twitter, to spread your brand message.
- ✓ How to measure how effective your marketing is.

## HOW TO START YOUR OWN BUSINESS

**Speaker - Bev James, CEO of The Entrepreneurs Business Academy with James Caan and Best Selling Author of Do it! Or Ditch it.**

Do you have a dream of being your own boss and having your own business? Many of you are the product that your business sells! Whether you are at the exploring ideas stage or about to launch your venture, this highly motivating and information session will:

- ✓ Guide you through the business start up basics and answer any questions you have to ensure you start from a solid base
- ✓ Provide you with lots of some hints and tips for quickly navigating your way to success
- ✓ Provide you to the top line skillset and mindset strategies required to ensure you focus your business development on the right tasks at any time!

## National Citizenship Scheme – Summer of a Lifetime – FINAL BRIEFING FOR THOSE ATHLETES SELECTED TO BE THE TEAM DELIVERING THIS PROJECT

**Tutors – Adam Whitehead & Rachael Murphy**

If you have been selected to be part of the team to deliver this year’s National Citizenship Scheme “Summer of a Lifetime” you need to attend this Final Briefing Session to ensure you know what you are doing, when and where.

Information Session	Clinic Sessions	Employment Opportunities
5.15 – 5.45	Self Employment & Tax	Opps Fair
5.45 - 6.15	Interview skills	
6.15 – 7.15		Introduction to GOT/NCS