Committed to your success
Welcome to a place where the focus is you.
A place where your goals and dreams take centre stage.
Where complexity is replaced by clarity; problems become opportunities.
Welcome to a place where energy is harnessed and control is returned.
A place that gives you the permission to slow down and reflect.
Where you can have fun and be you again.
Welcome to nLIVE

Professional Coaching by nLIVE
Since 2000, nLIVE has been providing access to a range of high performance tools and programs for individuals, teams, organisations and communities.
Clients work within a mix of structured and customised frameworks that have been proven to effectively transfer skills, inspire greater personal and professional satisfaction, and achieve meaningful outcomes.
In meeting the needs of each client, nLIVE is a friend, collaborator, advisor, supporter and champion, whether it’s:

• Regaining and maximising motivation and energy
• Establishing a new business
• Taking your existing business to new levels
• Developing management and leadership skills
• Assisting a personal or professional transition

nLIVE has four pathways to prosperity, each of which is detailed within this brochure and has been developed to meet a wide range of individual needs.

Glenn Williams
MBA, PDMS, BSc, FAICD
Glenn founded nLIVE with a desire to energise and inspire people and organisations to fulﬁl their vision.
Management consulting and CEO roles in Australasia and Europe combine with management training to provide Glenn with the platform to offer programs that promote successful leadership and inspire powerful outcomes.

Dr Azita Moradi
MBBS, MPM, FRANZCP
In her work as a professional coach and supervisor, Azita brings a deep understanding of the psychology involved in facilitating sustainable change.
By drawing upon Azita’s training, experience and continued practice as a doctor, psychiatrist, mentor and lecturer, nLIVE takes a scientific yet holistic approach to assisting its clients in achieving and maintaining high performance.

Chris Wayland
BA, Dip-PM, RPM
With a blend of project management, consulting and coaching experience across Australasia and Europe, Chris brings a wide range of skills to his work in government, education and corporate change initiatives.
Chris is renowned for galvanising multi-disciplinary teams to achieve innovative business outcomes by providing dynamic and ﬂexible solutions.

Walter McNally
MBA, CPA
Walter has a unique ability to develop creative solutions to a wide variety of business challenges. Formerly a partner with Ernst & Young and Deloitte, he has extensive experience in marketing, business strategy and development matters.
Walter has led the creation of substantial business interests and is well placed to offer specialist guidance in value chain optimisation, governance and management control systems.

Profiling the Practitioners
Apart from extensive formal qualiﬁcations, nLIVE practitioners have run – and continue to run – successful businesses in their own right. Through a relationship with nLIVE, clients are uniquely placed to directly beneﬁt from their experience and an ongoing culture of innovation. Meet the management team behind nLIVE.

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Fulfilling your personal vision

nLIVEn’s Professional Partnerships are designed to energise and inspire you to achieve your full potential. Unique to nLIVEn and the result of many years’ planning and experience, the program has been carefully structured to provide an optimum blend of coaching, mentoring, training and development. The program combines a proven structure with individualised components that build your capacity to understand and achieve your dreams.

The Professional Partnership Program is comprised of between 24 to 32 sessions conducted over 8 to 12 months. Sessions occur either by telephone or in person. Your professional partner is with you every step of the way, providing motivation and removing obstacles.

Director of the Australian operations of a global Japanese firm, John faced the threat of “karoshi” – a Japanese syndrome where workers literally die from overwork. He was consistently working 12–14 hour days to keep up, often starting at 5:30am.

I felt like I was rowing flat out and not getting anywhere; in fact, I was going backwards. I had heard Glenn Williams speak about the benefits of professional coaching but the last thing I wanted was to take on yet another commitment!

My family was concerned about my work–life balance. A discussion with an existing nLIVEn client convinced me to take on the Professional Partnership Program.

At the end of the program, I felt organised and proactive. I had crafted a range of plans with the help of nLIVEn: a financial and retirement plan, a personal career plan and a strategic plan for my division. Most importantly, my family got me back.

I have also purchased several investment properties, re-established my fitness training, completed renovations to our family home and taken an extended overseas family holiday.

My nLIVEn Professional Partner helped draw out my own ideas – he knew how to ask the right questions to define a problem and turn it into an opportunity.

John, Director

It had been six months since her divorce when Jenny, 45, was offered a second retail store in a rapidly growing franchise. Although the prospect of growing her business was attractive, Jenny was still coming to terms with the major changes in her personal life.

I was at a stage in my life where I was feeling overwhelmed with responsibility. One morning, I decided enough was enough.

A friend had referred me to nLIVEn some months earlier. I set up a face-to-face appointment for the next day. By the end of that hour, I knew that I had found a thriving yet safe environment to open up and explore the things that were stopping me and the possibilities that awaited me.

At the end of the fourth session I had set up a plan of attack for the coming months with my Professional Partner. Being accountable to someone has had a profound impact on my life. Working with nLIVEn has given me confidence to have a go.

I have acquired several more franchise stores, restructured my business and investments, and re-married.

Without participating in the Professional Partnership Program, all of those things would have remained elusive – an unspoken dream. I can’t recommend it highly enough.

Jenny, Small Business Owner

“I came alive!”

“Working harder was no longer an option”
Short term, focussed intervention

From time to time, we all arrive at significant hurdles. Whether we overcome them can have a lasting impact on our professional and personal success. Situational Troubleshooting programs offered by nLIVEn act as a responsive and objective sounding board to help you confidently and swiftly navigate a path to a specific end goal.

This format is ideal for executives, managers, business owners and individuals who are willing to engage in frank, provocative dialogue and think about issues in a new way.

Programs run for month-long intervals. Flexible and conducted in complete confidence, participants can choose from one of two formats:

• **Ongoing Access**
  Up to two telephone calls and five e-mails a week, received and returned during business hours.

• **Unlimited Access**
  As many telephone calls, e-mails, faxes and letters as needed, with responses provided within and outside of business hours as required.

These results-oriented programs blend coaching and consulting techniques to help participants successfully handle important performance and personal issues in a short, intensive timeframe.

Situational Troubleshooting

“A finishing school for entrepreneurs”

When Steve, at 31, was presented with the opportunity to merge his business, he was in unfamiliar territory. He selected the nLIVEn Situational Troubleshooting program before taking up a Professional Partnership.

“Intensive support to address my challenges”

Following the loss of some major clients in quick succession, Karen came across a story about a client of nLIVEn in The Australian newspaper. Situational Troubleshooting helped her make sense of the sudden downturn in her Sydney-based business, refine her marketing strategy and clarify her commitment to the business.

Steve, Entrepreneur

Karen, Managing Director
nLIVEn’s specialty programs are a diverse suite of complementary products and services that target specific needs. They have been designed to support participants in our Professional Partnership Programs but can also act as stand-alone resources.

Benefit from the real-world experience of our practitioners in a range of specialized programs, including:

- **Personal Strategic Planning Process**
  - Meet the challenges of a career at the crossroads
- **One Page Business Planning**
  - Identify and address the critical planning questions
- **Team Profiling**
  - Enjoy a more harmonious and productive work environment by harnessing the power of diversity
- **Tailored Coaching or Mentoring programs**
  - Collaborate with your practitioner on a program designed to meet your individual needs

nLIVEn has the tools to breathe life into your vision, discover your true potential and generate the success you deserve.

For more information on nLIVEn’s specialty programs, speak to your nLIVEn practitioner or call us to request a detailed brochure.

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**“The Swiss of the 21st Century”**

When an international logistics company was planning a corporate conference, it needed a firm that understood strategy, team development and cultural diversity. The company decided to look outside of Europe for a neutral solution, which led them to nLIVEn.

nLIVEn established a multidisciplinary team to address our needs. Their particular expertise in working with transcultural issues assisted us in creating simplicity from what we perceived as complexity.

Using Team Profiling tools and models to create a common language, the management group was able to deepen its understanding of the power of diversity and develop ways to transcend the cultural and functional barriers to effective communication and team work. This enabled us to develop some key strategic initiatives that crystallised our approach moving forward.

**Attilio, CEO**

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**“A victim of my own success”**

In the months after Paul turned 50, one of his closest friends asked him if he was really happy. Despite success, Paul had been losing his sense of excitement for the future. During his Professional Partnership, Paul also participated in two of our Specialty Programs.

With head offices in Paris, operations managed from Prague and customer support in 14 different languages serving an international client base (both in terms of airlines and their customers), managing cultural diversity as a competitive advantage was becoming increasingly important to us.

A series of planning sessions conducted as teleconference calls culminated in a conference facilitated by nLIVEn in the French Riviera.

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**Paul, Chairman**
"LIVE" The Brand

Understanding and strengthening our brand

When a boutique advertising agency realised that its aggressive growth plans were going to require reinventing the way it worked, it sought out the collaborative partnership of nLIVEn.

We began with a genuine belief that there was a better way to achieve something. Understanding and strengthening our essence, character and spirit ensures our brand becomes more potent as the organisation grows. This is what our "LIVE" The Brand program with nLIVEn has enabled us to focus on.

The process began with an audit to identify the current health of the agency. Then nLIVEn facilitated a business planning process that created consensus on the objectives, strategies and projects that would need to be undertaken over the coming year.

A Team Profiling exercise helped our management team gain an appreciation of each other's strengths and improve working relationships.

A company ethos document, which explored the history and philosophy that underpins our company culture, was created. The document generated a new level of engagement amongst staff and has helped us socialise new members of the team.

An ongoing quarterly review process conducted at nLIVEn ensures the plans and performance are regularly reviewed and ongoing organisational learning is cultivated.

"Flying with me at 50,000 feet"

Faced by the prospect of a friendly acquisition, the owner of a technology consulting firm turned to nLIVEn to clarify his vision and develop a road map for the future.

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Cultural focus for organisations

Whether your business has just begun life, you have an established small-to-medium enterprise or you are a key member of a large multinational company, you must continue to invest in the health of your organisation.

Robust businesses are not affected by staff movement, rapid growth or even downsizing, because the culture in which they operate transcends the day-to-day flux of business life.

nLIVEn works with organisations to identify and solve problems, improve productivity and enhance performance – the stepping stones to creating a winning culture.

Engagements are generally conducted over a period of one to six months. nLIVEn collaborates with your personnel to refine your business model and develop strategies that align people and systems to achieve agreed objectives.

nLIVEn has completed “LIVE” The Brand assignments with start-ups, medium-sized entities and large corporations.

With significant experience in management consulting, executive roles and professional coaching, nLIVEn has the skills to make effective and lasting improvements to the performance of your organisation.

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Are you ready to walk the path to prosperity?

nLIVEn offers a no-obligation consultation that is designed to help people assess whether professional coaching is right for them. If you need to re-discover your ambition, navigate your way through change, regain focus or learn some practical new skills to make the best of your professional situation, please call us today.

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