



Di Bella Coffee
"...inspires passion"



EVOLVING IN A PEOPLE BUSINESS



EMBRACING THE AGE VIA BEING PART OF THE
CHANGE YOU WANT TO SEE -LEADERSHIP -
EFFECTIVE COMMUNICATION AND EMOTIONAL
INTELLIGENCE

AUGUST 2011

DiBella
COFFEE



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Di Bella Coffee



AN ENERGETIC, INNOVATIVE AND FOCUSED
ORGANISATION THAT OPERATES IN THE PEOPLE
BUSINESS - IT IS CONSTANTLY EVOLVING TO
ENSURE IT IS 'THE LEADING COFFEE AUTHORITY IN
AUSTRALIA'

Di Bella
COFFEE



"...inspires passion"

Di Bella Coffee Corporate Video



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Determination

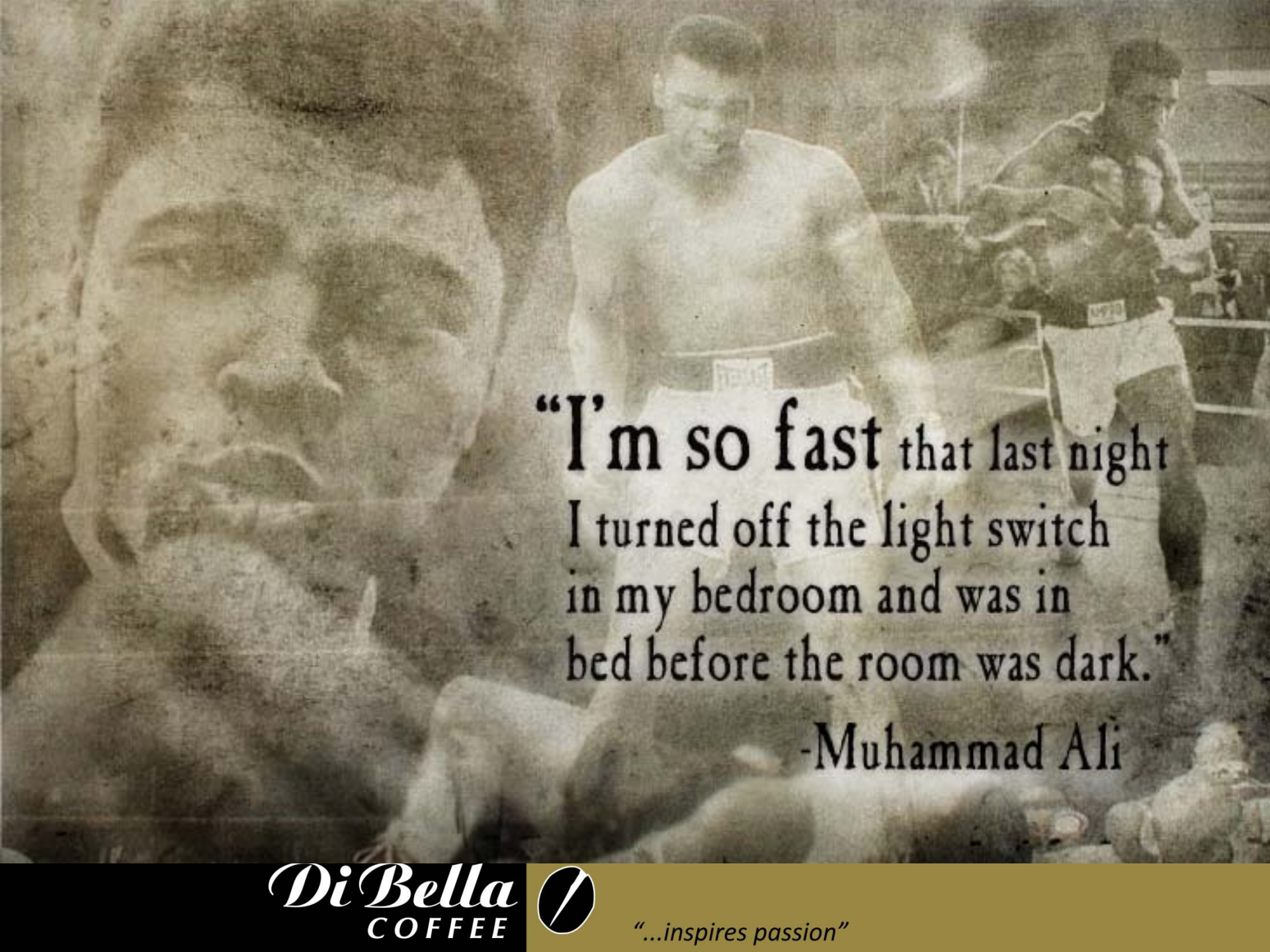


COMMON DENOMINATOR OF CHANGE
REVOLVES
AROUND BEING DETERMINED TO BE PART OF
CHANGE

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“I’m so fast that last night
I turned off the light switch
in my bedroom and was in
bed before the room was dark.”

-Muhammad Ali

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“...inspires passion”

Muhammad Ali



- ❧ “Champions aren’t made in the gyms. Champions are made from something they have deep inside them - a desire, a dream, a vision.”
- ❧ “Only a man who knows what it is like to be defeated can reach down to the bottom of his soul and come up with the extra ounce of power it takes to win when the match is even.”
- ❧ “He who is not courageous enough to take risks will accomplish nothing in life.”



Lessons –determination



- ❧ No distractions
- ❧ Intense focus
 - ❧ Focus– focus– focus!
- ❧ Learn to deliver, form habits
 - ❧ Implementation
 - ❧ See things through to completion
 - ❧ Know when to say no!
- ❧ Recover from setbacks



Organizational Structures



IN ANY INDUSTRY:-

ENTREPRENEUR = VISIONARY

MANAGER = PLANNER

TECHNICIAN = DOER



Leadership



THE COMMON DENOMINATOR OF LEADERSHIP
REVOLVES
AROUND CREATING YOUR FIRST FOLLOWER – NO
MATTER WHAT LEVEL OF THE STUCTURE YOU FALL IN!!



Leadership Video



<http://www.youtube.com/watch?v=fW8amMCVAJQ>

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Leadership



***PERSON WHO INFLUENCES, MOTIVATES OR
INSPIRES PEOPLE TOWARDS ACHIEVING A SET OF
GOALS**

- CREATE YOUR FIRST FOLLOWER**
- BE EASY TO FOLLOW**
- EMBRACE YOUR FOLLOWERS**
- WATCH THEM COMPOUND**



Lessons - leadership



- ❧ What is your purpose
- ❧ Begin with the end in mind
- ❧ Consider multiple possibilities in how you lead
- ❧ Have a compelling vision
- ❧ Develop an iron will



Effective Communication



THE COMMON DENOMINATOR OF FAILURE
REVOLVES
AROUND POOR COMMUNICATION



Effective Communication



- CLEARLY EXCHANGES AND RECEIVES INFORMATION
- WELL INFORMED AND KNOWLEDGEABLE BEFORE COMMUNICATING
- IS CANDID AND HONEST
- IS NOT CONFRONTATIONAL
- LISTENS EFFECTIVELY



Lessons – communication

- ❧ There is a difference between
COMMUNICATION AND EFFECTIVE
COMMUNICATION
- ❧ Start with the outcome in mind at all times
- ❧ Understand your AUDIENCE AND THEIR
MOOD
- ❧ TIMING is the key at all times
- ❧ EMPATHY is king even if it hurts



Emotional Intelligence



THE COMMON DENOMINATOR OF SUCCESS
REVOLVES
AROUND FORMING A HABIT OF WHAT OTHERS
ARE NOT PREPARED TO DO - IE NEED TO
CONNECT



Emotional Intelligence



- KNOW YOUR EMOTIONS
- MANAGE YOUR OWN EMOTIONS
- MOTIVATE YOURSELF
- RECOGNISE AND UNDERSTAND OTHER PEOPLES EMOTIONS
- BE EMPATHETIC



Lessons – Emotional Intelligence



It is 80%
psychology and 20%
know how!!!



My Super Words



∞ CONSCIOUS

∞ CONTEXT

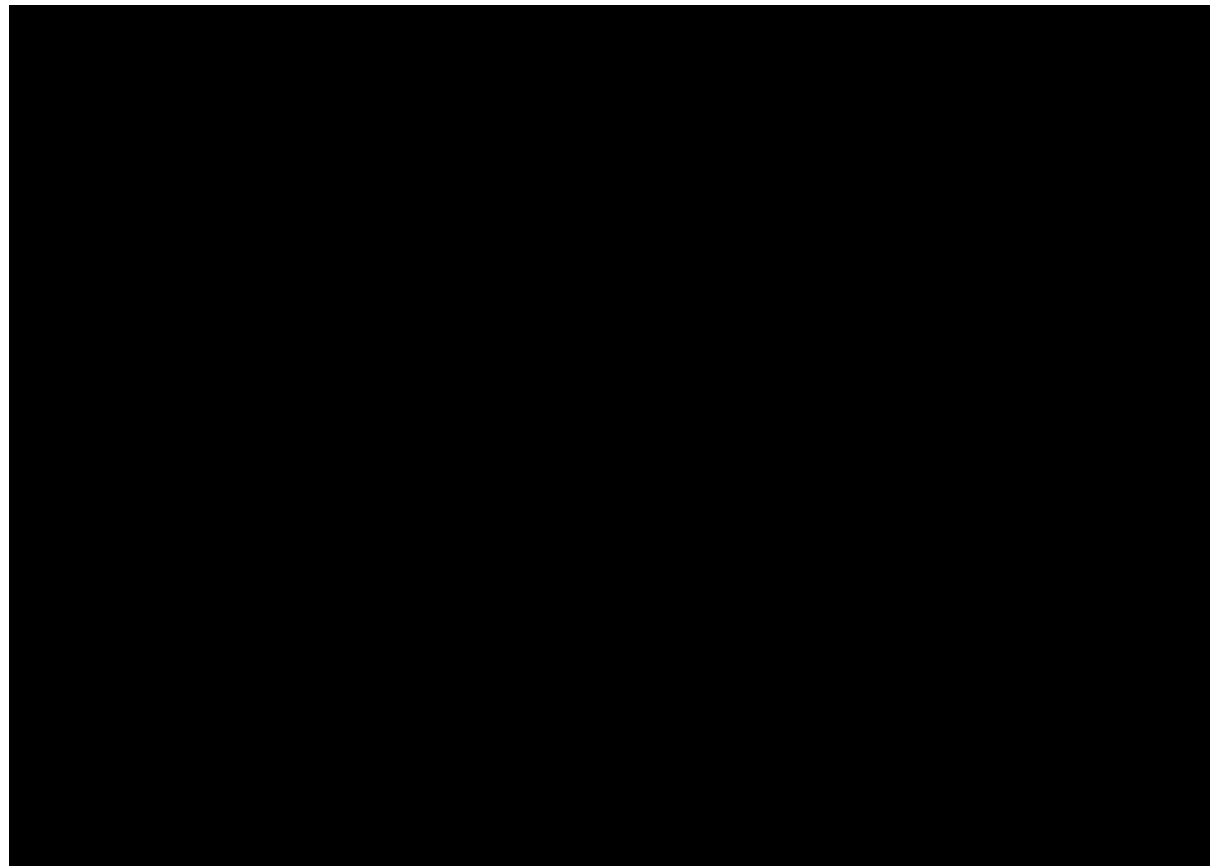
∞ MOTIVATION

∞ EMPATHY



Play Muhammad Ali Video





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Your Life Canvas



- ☞ You are the artist, what masterpiece are you capable of creating?
- ☞ Celebrate your uniqueness
- ☞ Own your journey
- ☞ Push the boundaries
- ☞ Leave your mark
- ☞ Don't wait for others to do it for you!



The Beginning



WHAT DO YOU WANT
PEOPLE TO SAY ABOUT
YOU!!!!

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