



INSTITUTE FOR STRATEGIC LEADERSHIP



rolling out leadership programmes and digital apps globally



BLUE CHIP BRAND:  
15 years and 2,000+ alumni

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## Distinguished Alumni include:



Sir Jerry Mateparae: NZ Governor General



Sir Bruce Ferguson: Former CDF & Chief of Govt. Security Bureau



Hon. Bill English: Deputy Prime Minister & Min. of Finance



Mark Powell: CEO The Warehouse (NZ largest retail group)



Craig Norgate: Former CEO Fonterra (\$13bn exporter)



Tony Stuart: CEO NRMA, ex CEO Sydney Airport



Ross McEwan: CEO Royal Bank of Scotland

An Australasian C-Suite Brand.  
Ready for global roll-out.

# ISL<sup>®</sup> ENDORSED BY DISTINGUISHED ALUMNI in NZ & Australia

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“Unequivocally, the SLP enabled me to step up to my senior roles”

*Sir Jerry Mateparae*



*Sir Jerry Mateparae, now Governor General*

ISL is a respected brand.  
Its alumni are connected internationally providing industry references when opening new markets.



# OPTIONS TO ACQUIRE/LICENCE

ISL & Smart Leader Apps individually or collectively

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## **INSTITUTE FOR STRATEGIC LEADERSHIP**

- ✓ Programmes, Masterclasses and Workshops - Board and C-suite level
- ✓ Opportunity to both develop top leaders and also engage with them uninterrupted for 2 - 7 days at-a-time and build lasting relationships that drive ongoing opportunities and revenue streams

Acquirer can either operate ISL programmes globally, or operate in UK and licence or sell IP rights to regions.



# OPTIONS TO ACQUIRE/LICENCE

ISL & Smart Leader Apps individually or collectively

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## SMART LEADER APPS

- ✓ B2B
- ✓ Opportunity for top decision makers to test drive digital apps during their participation on the ISL programmes and identify the benefit of using them back at work
- ✓ Personal Leadership Performance Dashboard
- ✓ Team Leadership Performance Dashboard
- ✓ Enterprise Performance Dashboard
- ✓ Drives coaching, team performance workshops and multiple enterprise (whole-of-organisation) performance workshops
- ✓ Surveys (Mojo, leadership 063, Teams 360, Staff Engagement and Customer Engagement) provide passive income stream

**Acquirer can either purchase or licence Smart Leader Apps regionally or globally from ISL.**



## BUSINESS MODEL

Works like clockwork using perpetual business development 'cogs'



Business model - CHAIR CLASS and CE CLASS drive SLP that drives LP and MBA that drives Digital and Workshop Business.



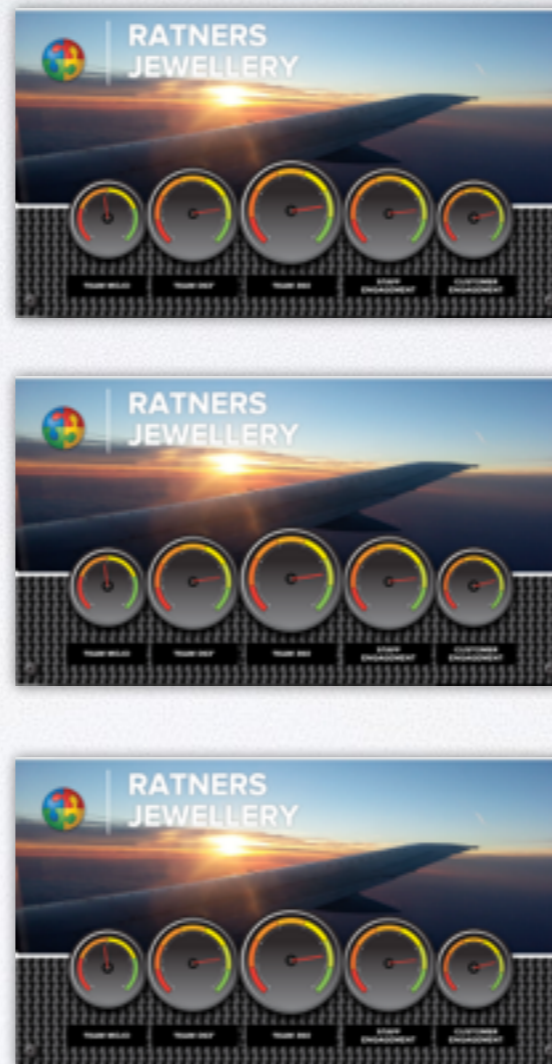
# HIGHLY SCALABLE

## Opportunity to jump-start Digital

Enterprise Cockpit



Team Performance Dashboards



Personal Leadership Dashboards



Personal Leader Dashboards integrate to Team apps.  
Team apps across the organisation integrate to an  
Enterprise Performance Diagnostics Touch Screen.



# NEXT GENERATION Enterprise Performance Diagnostics



## CEO OFFICE OF THE FUTURE

At a glance: the CEO can keep an eye on their organisation's leadership performance.



## SCALABLE

Only 4M population in NZ and 23M in Australia



UK, GERMANY, FRANCE & HOLLAND are 15 x larger than NZ  
& AUS combined. ASIA is 300 x larger.



## TEAM

Operates without founder day-to-day

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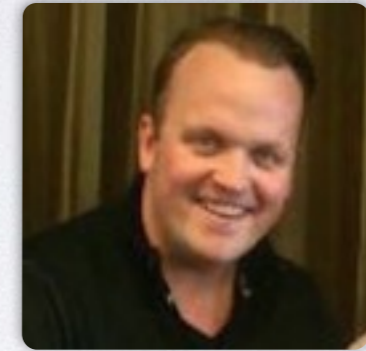
**Geoff Lorigan**  
FOUNDER | MD | CHIEF IDEATOR

Four CEO Roles (Food sector), Professor of Strategy (University of Otago, University of Auckland), Adjunct Professor of Leadership (Queensland University of Technology), Founder & Director of SmartLeaderApps and the Institute for Strategic Leadership.



**Biljana**  
THEORITICIAN | ENGAGEMENT GURU

Biljana is Fulbright Scholar, PhD, and a graduate of the Kellogg School at Northwestern University. A senior academic and researcher who is widely published in A-level academic journals and highly cited.



**Gareth**  
PRODUCT CHAMPION | RELATIONS

Gareth is the DASHBOARD and TEAM DYNAMIC PROFILER Champion. An experienced executive and team coach. Gareth has a background in sales and customer relations. He looks at SmartLeaderApps from a user perspective and provides input into the new design features. Gareth facilitates Team Dynamic Profiling workshops with large clients in Australia.

**Back office can run from anywhere.  
Auckland is cost effective.**



## TEAM

Operates without founder day-to-day

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**Kathy**  
PROJECT MANAGER TDP WORKSHOPS

Kathy is the key point of contact for our SmartLeaderApps clients. She receives their brief, provides proposals, and manages the ensuing workshops. Kathy co-ordinates the Team that delivers the TDP workshops.



**Lindsay**  
WORDSMITH | VALUES CHAMPION

Lindsay is responsible for managing the Institute's Programmes. His background is in commercial photography, marketing, branding and operations in the electricity, tourism and franchise industries. Lindsay is based in Auckland.



**Marko**  
TECKO | PROJECT MANAGER

Marko Kisa is responsible for project managing the Institute's new online technology developments and works closely with the Institute's designers and developers. He also provides back up support for the Programme Principal.

**For Global Roll-out.**  
**Requires Global Brand with Partners for Business Development.**



## TEAM

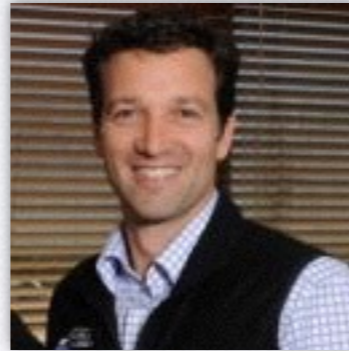
### Licensed Master Facilitators

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**Amanda**  
Leadership/Lifestyle Coach

Amanda has coached Executives, GM's and Middle Managers throughout New Zealand, Australia and the UK since 2000. Amanda is accredited in MBTI, DiSC and Neuro Linguistic Programming and uses these tools to support leaders to build awareness, improve communication and increase staff engagement.



**Andrew**  
Leadership Coach

Andrew has worked in Australia and New Zealand and brings facilitation, training and coaching expertise to his varied roles in the corporate, social services and not-for-profit sectors. Andrews's areas of interest include team and personal development, career transition, organisational change and executive productivity.



**Carolyn**  
Leadership Coach

Carolyn Turnbull is a UK-based member of the Institute's coaching team and supports participants on the leadership programmes offered by ISL. Carolyn specialises in leadership and personal development, team building and stress management. She has extensive experience of leadership development in both the public and private sectors, working with programme participants from across Europe.

**Contracted to ISL.**  
**Low Fixed Costs and no conflicts of interest.**



## TEAM

### Licensed Master Facilitators

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**Cindy**  
Executive Lifestyle Coach

Cindy has worked for ISL as an executive lifestyle coach since 2005.

Cindy currently practices as a physiotherapist and regularly teaches Pilates and Aqua Fitness Classes. She owns Multipeak Fitness, a health studio in Dunedin, specialising in Exercise Prescription, Rehabilitation and Personal Training.



**Gareth**  
Leadership Coach

His main focus is on facilitation of the ISL Team Dynamic Profiling workshops for with a number of ISL clients namely Health, Banking & Government sectors. He is also a leadership coach on the ISL Leadership Programme & Strategic Leadership Programme.

Gareth is accredited with FIRO-B, MBTI and is licensed to administer the ISL Team Dynamic Profiler. He is an alumnus of the ISL Leadership Programme & MBA Programme.



**Geoff**  
Leadership Coach

Geoff is a graduate of the Institute's Leadership Programme, and is an online DASHBOARD coach who analyses and interprets 063 feedback.

Geoff is passionate about manifesting executive leaders' potential; helping them step up their careers and supporting them to find an optimal level of balance in order to ensure sustainability.

**Contracted to ISL.**  
**Low Fixed Costs and no conflicts of interest.**



# TEAM

## Licensed Master Facilitators

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**Greg**  
Leadership Coach

Greg is a highly respected coach and workshop facilitator, having worked in the corporate, government, social services, not-for-profit and education sectors in Australia over the last twenty years. Greg is based in Brisbane and his professional interests are in the areas of coaching and mentoring CEO's and facilitating team development workshops.



**Julie**  
Lifestyle Coach

Julie is the executive lifestyle coach for the Institute. She has developed a wide range of skills and abilities from her extensive experience in programme design, training and management in a broad range of settings, most particularly in the Health sector. As life style coach, Julie draws on these skills to contribute to the physical, mental and emotional health of individuals, to motivate and support participants to progress and meet their goals.



**Karen**  
Leadership Coach

Karen works with senior executive and executive leadership teams at all levels in public sector and commercial sector organisations. Karen combines a wealth of expertise in leadership facilitation and coaching built on a solid background as an HR practitioner. Karen believes strongly in the concepts of positive psychology and emotional intelligence, and incorporates these into her coaching and facilitation, helping executives improve their leadership effectiveness.

**Contracted to ISL.**  
**Low Fixed Costs and no conflicts of interest.**



## TEAM

### Licensed Master Facilitators

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**Kristy**  
Leadership Coach

Kristy is passionate about the impact of leadership at every level of organisations and has worked as an Executive coach both in NZ and Australia. She has a wide generalist HR and organisational development background including Employment Relations, and her coaching expertise is underpinned by eight years commercial experience at senior management level, mostly within NZ Police.



**Lisa**  
Lifestyle Coach

With the professional grounding of a Clinical Psychologist Lisa's energy is applied in the field of leadership development, innovation, and social enterprise. Her clients span multiple sectors and align around a wish to "make the differences worth making". Lisa is a graduate of the Institute's Strategic Leadership Programme and a member of the Institute's coaching and facilitation team.



**Paul**  
Leadership Coach

Paul is an executive coach with the Institute for Strategic Leadership. Paul is actively involved in executive coaching and facilitating Team Dynamic workshops in Christchurch, Wellington and with a large ISL client in Sydney.

**Contracted to ISL.**  
**Low Fixed Costs and no conflicts of interest.**



## TEAM

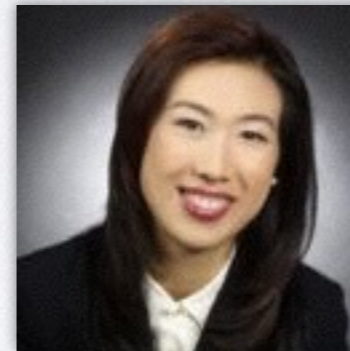
### Licensed Master Facilitators

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**Polly**  
Leadership Coach

Polly Parker is a Professor of Leadership at the University of Queensland and teaches/researches in the fields of leadership development and human resource development, career management and development. Peer Coaching. She has considerable experience in Executive Development, including MBA Director and Director of the Women in Leadership Programme.



**Yvonne**  
Leadership Coach

Yvonne is an experienced executive coach and motivational speaker. Her assignments span Australia, New Zealand, Asia Pacific & the USA with a diverse clientele that includes Microsoft, Nestle, GHD, Vodafone, Kimberly Clark, and the Malaysian Government.

**Contracted to ISL.**  
**Low Fixed Costs and no conflicts of interest.**



# TEAM

## Designers and Developers

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**Nick**  
DESIGNER | BRAND AMBASSADOR

Nick brings colour, design to SmartLeaderApps. Highly creative, immensely talented, and single minded.



**Bill**  
DIGITAL DEVELOPER | SAGE

Bill, a key member of the Team who worked on the initial beta of the TEAM DYNAMIC PROFILER and more recently kickstarted ENTERPRISE PERFORMANCE DIAGNOSTICS. Of Asian decent; his usual retort is “your question does not make sense”.



**Blair**  
LEAD DIGITAL DEVELOPER

Blair does the impossible – he takes the super hot ideas of Geoff, as interpreted and filtered by Marko, and builds Digitally Integrated Enterprise Systems – diagnostics that monitor and enable High Performance.

**Understated but highly creative.**  
**NZ is regarded as an IP Glass House and is used as a test market for large western countries.**



## GOVERNANCE

External advisors

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**Dr. Peter Brothers**  
CEO tertiary education



**Graham Crombie**  
Past President, NZ Society  
of Accountants



**Stewart Germann**  
IP Lawyer & director

**Professionals with International Experience**  
Engineering Professor & Educator, Accountant, Lawyer  
These advisors will drive the sale process with speed and integrity.

GLOBAL  
CONSULTING  
COMPANY



I | S | L<sup>®</sup>

TICKS ALL BOXES

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## INSTITUTE FOR STRATEGIC LEADERSHIP

- ✓ Blue Chip C-Suite Brand
- ✓ Chair & CEO Enduring Engagement
- ✓ Perpetual Revenue & Cash Flow generator
- ✓ Scaleable globally – not dependent on founder
- ✓ Existing team that can Train-the-Trainers
- ✓ Credible Advisory Board
- ✓ Access to unique IP for executives, teams and enterprises
- ✓ Immediate access to proven IP
- ✓ Low reputation risk

Opens opportunities for add-on business with current and new clients.

GLOBAL  
CONSULTING  
COMPANY



**SMART  
LEADER  
APPS**

TICKS ALL BOXES

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## SMART LEADER APPS

- ✓ Opportunity to jump start digital Enterprise Performance Diagnostics domain, globally
- ✓ Trojan Horse - functions as a portal to workshops and consulting assignments throughout client organisations
- ✓ Passive income stream - online surveys offer significant income from large 10,000 + staff organisation

Opens opportunities for jump-starting Digital Enterprise Performance market.



## VISION

What ISL Global could look like in 2020



ISL and SMART LEADER APPS ... a 'Blue Oceans'  
innovation that has surpassed PeopleSoft.



## VISION

ISL LAUNCHES GLOBAL STRATEGY IN 2016

MONDAY 4 APRIL 2016



## Global Consulting Company Jump Starts Digital

“GCC reported to shareholders yesterday that it has acquired the global IP of the Institute for Strategic Leadership and Smart Leader Apps. This move enhances GCC’s level of engagement with Boards and C-Suite teams. ISL is a highly respected brand whose alumni include a number of distinguished strategic leaders”.



## VISION

What ISL Global could look like in 2020

GCC (UK) has acquired the following Smart Leader Enterprise clients.





# VISION

What ISL Global could look like in 2020

GCC (UK) has a growing list of Notable Alumni



take the step | up<sup>TM</sup>