



FOCUSED FACILITATION

Using a solid foundation of effective communication to focus on people and outcomes



Choose **POD** to facilitate your strategic business planning meetings, department meetings and team meetings. We will enhance communication, promote integration, develop synergy and help your people deliver objectives.

THE **POD** CONSULTANCY

Focusing on people and outcomes

Shirley Anne Fortina is an accomplished communicator and facilitator who develops rapport easily and relates quickly to the specific outcomes you seek. Shirley Anne applies various facilitation methodologies and techniques when executing successful meetings and workshops and her approach ensures you get the results you need.



Three Phases of Focused Facilitation

The POD Consultancy facilitation approach incorporates three phases:

- » Careful pre-planning
- » Processed design of meeting agenda
- » Professional facilitation and detailed debrief

We are happy to introduce and work closely with other professional consultants. This collaborative approach allows us to forge deeper relationships with our clients and ensures diverse needs are met with support from the appropriate experts.

Delivers Results

Shirley Anne builds rapport with individuals and groups. Her practical approach and open communication style is favoured by many professional organisations. Shirley Anne ensures excellent results are delivered by:

- » Establishing the purpose of the meeting and setting the agenda
- » Keeping everyone on track and on time
- » Getting those involved excited about participating, right from the start
- » Maintaining high energy and participation throughout every session
- » Building consensus across the group
- » Enabling everyone to participate 'without fear or favour'
- » Using a variety of questioning techniques to untangle important issues
- » Policing distractions and diversions
- » Summarising, clarifying and crystallising the flow of information
- » Developing objectives, outcomes and action plans

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Broad Business Experience

With more than 22 years of international experience, Shirley Anne has been exposed to many different types of systems, processes, management structures, cultures and people. She is experienced in:

- » Facilitation, leadership, coaching and formal training
- » Strategic business development planning and implementation
- » Client management and relationship building
- » Negotiation, preparation, presenting and closing of new business proposals
- » Risk management and compliance

Shirley Anne recently facilitated a two day session in Bangkok, attended by a mix of male and female project staff from three global companies, representing nine national cultures, six religions and four generations.

Our Clients

The POD Consultancy has a number of clients across a broad industry base:

Small Medium Enterprises (SME's)

Focused facilitation for business development and strategic business planning.

Professional Services & Mining and Resources

Legal, accounting, engineering and mining & resources organisations have engaged The POD Consultancy to deliver a number of tailored programs and facilitated workshops and meetings on the topics of strategy, business development and team building.

The POD Model

- » Keeping you and your business focused with clear vision, values and purpose
- » Using a solid foundation of effective communication to focus on your people, your clients and your organisations' outcomes
- » Embracing paradigm shifts & Kaizen (continuous improvement with small steps) approaches to people, clients, processes and finances



THE POD CONSULTANCY

Focusing on people and outcomes

“Shirley Anne Fortina facilitated a two day strategic session for us. The group was very diverse ranging from Board members, executives to senior management both from Australia and overseas. Her ability to keep this group focused on the key outcomes was exceptional. Using practical examples and some theory we achieved more than anyone had expected. The development of the team, who had all come together for the first time, was also very good.

I would recommend Shirley Anne to any organisation.”

CEO Sundance Resources Limited

Giulio Casello

www.sundanceresources.com.au

“Shirley Anne Fortina (SAF) has facilitated two of our team planning days. The first was bringing two independent teams together from different companies under one project.

Shirley worked with us to develop efficient and interactive days full of useful activities beneficial to our team development.

Shirley was forthright, knowledgeable and was effective in her communication and motivation of the group. Her direct and energetic style created an environment that encouraged productivity and enjoyment while learning.

The outcomes achieved and skills introduced to us by Shirley at these team building days has noticeably improved our team and project communication, motivation and focus.”

Large Engineering Firm - HR Manager

*People + Attitude + Skills + Process
= Opportunities & Development*

Contact us today

Engage our strategic facilitation services at your next team day.

Find out more about other communication services we offer.

Shirley Anne Fortina

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What makes POD different?

Our energy, commitment, enthusiasm, communication, follow up and follow through, hands on approach, flexibility, and our focus on relationships.