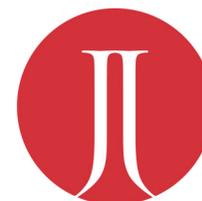




# Speaker Kit



JANELLE JOHNSTON

COACH | SPEAKER | TRAINER

[www.janellejohnston.com.au](http://www.janellejohnston.com.au)

# About JJ

**Janelle Johnston is an International Speaker, Coach & Leadership Trainer with extensive experience as a Human Behavioural Specialist.**



Janelle is committed to **self-development** and is a Transformational Life Coach, Speaker, Leadership Educator, Trainer & Master NLP Practitioner, Master Deep State Re-Patterning, Master Hypnotherapist, Accredited Extended DISC® Behavioural Profiling Consultant/Trainer, Accredited Cert IV Trainer & Assessor and Landmark Graduate. JJ, as Janelle likes to be called, has studied with the leaders in Personal Development from Dr Demartini, Benjamin Harvey, Anthony Robbins, Taki Moore, Dale Beaumont & Sharon Pearson. She has travelled to many different countries around the world and has close to 30 years experience in the Personal Development space. Janelle is constantly researching & up skilling to enable effective delivery of cutting edge training & advanced coaching for her clients that exceeds their expectations. She understands the power of people and strongly believes that the most powerful competitive advantage in any business is achieved by utilising & developing people's potential.



“My personal mission is to assist companies & individuals to BREAKTHROUGH any barriers that are limiting their potential & to implement strategies that achieve Outstanding Results. I have a burning insatiable Passion to stretch people & accelerate their learnings so that they can **BE MORE & HAVE MORE** of what they want in their life.

As a Human Behavioural Specialist, I thrive on Innovating & Creating programs that will expand thinking, develop skills & create results that are beyond the expectations of what was even first thought possible. It gives me great pleasure to delight & surprise my clients with the Rapid Transformation that is achieved through tapping into the resources that are already within them together with implementing strategies of personal excellence. I have a Vision of creating a community of individuals who experience the incredible life changing ability to "Shine" and have the gratitude & willingness to mentor others & create a powerful positive ripple effect in the world. This will be my legacy of contribution.”

Janelle has held Senior Executive positions within companies such as Just Jeans, Sportsgirl, Sussans, Katies and Jag. She was the General Manager of Aveda in Australia and the National Trainer at Mars Australia/New Zealand where she designed & facilitated training programs throughout Aus/NZ within the different sectors of the Mars Corporation which included Chocolate, Petcare, Food, Royal Canin & the Wrigley business.

Janelle has worked with clients such as Melbourne Airport, Freedom Furniture, Territory Discoveries Travel, Australia Post, The Good Guys, Racing Victoria & Kookai, just to name a few and coaches individual clients & facilitates training programs all around the world.



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“I have worked with Janelle Johnston over the past 10 years and I have found her to be passionate and an inspiration to all that she works with. Janelle’s infectious energy and enthusiasm rubs off on everyone she comes in contact with. Janelle has exemplary people skills and develops people to their full potential while at the same time letting them choose their own style and path.”

Colleen Callander  
CEO Sportsgirl Corporation

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# Topics for Training programs

## **Essential Foundations of Selling**

A workshop exploring the customer psychology. Discover how to uncover your customers' needs through powerful questioning techniques & the secrets to building instant rapport through sensory acuity and language. Learn how to overcome those objections & close that sale.

## **Sales Mastery**

Dive deep into the psychology of the customer. Understand the customers buying types and utilise the power of the hierarchy of ideas to expand your thinking levels & increase your effectiveness in communication. Explore the 6 Core Human needs & the importance of how our identity, values & beliefs form our decisions that we make.

## **Leadership – The Power of your Mindset**

An intensive workshop focusing on goal setting, strategies for success, challenging any disempowering beliefs & developing the psychology to achieve personal and company goals through increased productivity.

## **Extended Disc Behavioural Profiling workshop**

Extended Disc is the most validated behavioural tool in the world. Understand your behavioural styles in this workshop to enhance your individual & team results.



## **Coach your team to success**

A workshop understanding the psychology of individuals, the key to motivating others to achieve accelerated results & the art of effective coaching utilising NLP (Neuro Linguistic Programming) techniques. (Manual for your mind to enhance productivity)

## **Emotional Intelligence & Communication Course**

In this workshop you will learn how to harness your emotional intelligence to achieve accelerated results. Learn the science behind effective communication and improve your decision making. Learn to flex the way you relate to others and increase your performance in your workplace.

## **Speak to Influence**

In this workshop, you will learn how to structure a dynamic presentation, the power of language & voice, utilisation of metaphors/stories, the importance of body language and the skills on creating a positive psychology to enable you to be the confident, inspiring speaker that you are.

## **Investment**

**Key Note Speech \$2500**

**½ day workshop \$4000**

**Full day workshop \$6500** Multiple day workshops POA (Plus travel costs for interstate & overseas travel)



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“Janelle Johnston is an Inspirational speaker. Her ability to create change in individuals and teams to increase productivity is phenomenal. The impact that Janelle had on our business by conducting workshops at our conference was sensational. There are many speakers, coaches & trainers that talk the talk but Janelle really delivers the results”

Jeff Skinner

General Manager

Territory Discoveries Travel

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# What is NLP

Neuro-Linguistic Programming (NLP) is an incredibly powerful discipline that enables people to unblock the structures of human communication and human excellence. By doing so people can think, communicate and manage themselves, and others, more effectively.

NLP explores the relationships between how we think (Neuro), how we communicate (linguistic) and our patterns of behaviour and emotion (programmes).

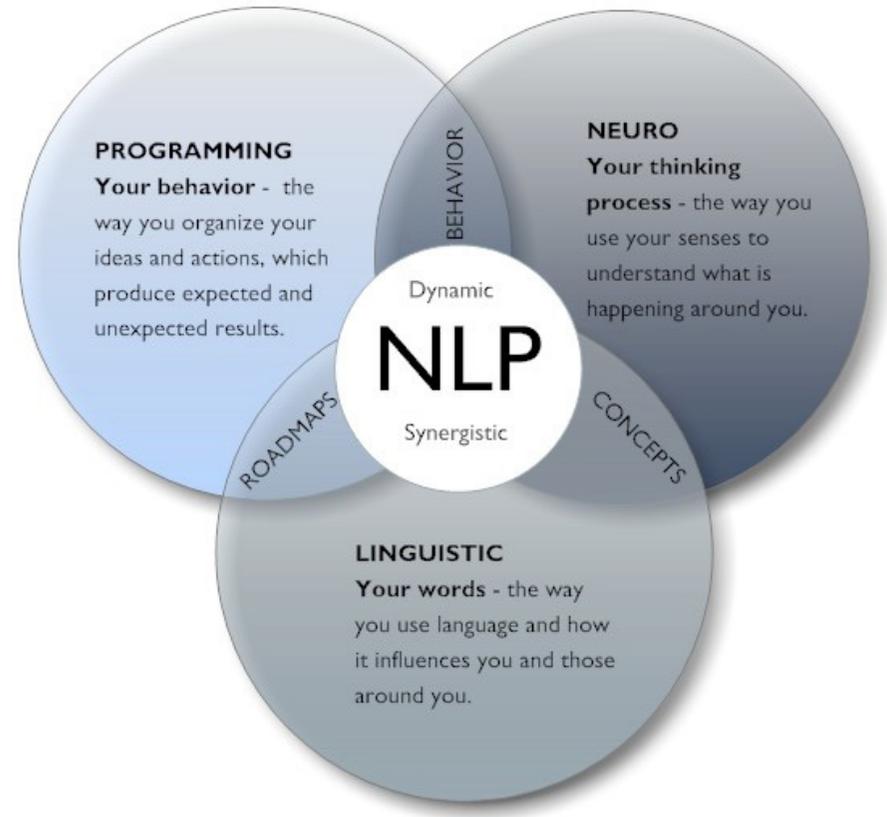
By studying and learning from these relationships people can effectively transform the way they traditionally think and act, adopting new, far more successful models of human excellence. (This activity is called modelling and is a key feature that distinguishes NLP from psychology).

In effect, NLP is a powerful change management tool that transforms the way people think and act to have the greatest impact both professionally and personally. That's why NLP is one of the most powerful skills used in business management, psychology, sales, sports coaching and all forms of personal development.



## NLP can help you to:

- Be more successful by learning to influence your emotional and psychological states.
- Replace negative behaviours and habits with positive ones.
- Transform the way you go about everyday tasks.
- Be more aware of your impact on others and how to manage your behaviour for optimal results.
- Better understand your own motivations, needs and behaviours and use these positively to have the greatest impact.
- Better understand your staff's and customer's needs, motivations and behaviours.
- Improve and enhance your interpersonal communication at the office and at home.



## **Extended DISC® Personal Analysis and Individual Assessments**

The Extended DISC® Personal Analysis and Individual Assessments are valuable tools. Their success is based on their strong ability to provide information to make better decisions. Too often assessments tell us what we already know. “Oh yes, that’s me.” If a tool only provides information that the user is already aware of, it has very limited value.

The Extended DISC® Personal Analysis and Individual Assessments are designed to provide information that makes an impact, is actionable and, most importantly, has a positive impact on performance.

### **What is Extended DISC® Personal Analysis and Individual Assessments?**

The Extended DISC® Personal Analysis and Individual Assessments are self-assessments that identify the strengths and development areas of an individual. What makes Extended DISC® different from other assessments is that it is able to measure the hard-wired behaviours to exclude the impact of the environment.

In practice this means that the results show who the individual actually is and not what the person thinks he/she needs to be in the existing environment. As a result, the report identifies the true strengths and development areas to allow for real performance improvement.

### **How does the process work?**

The Extended DISC® Personal Analysis and Individual Assessments are very easy to use. The online questionnaires (paper and software options also exist) take only 10 minutes to complete. Questionnaires are available in over 50 languages to meet the needs of today’s diverse workforce.



## **What are some of the applications?**

Some of the most common applications for Personal Analysis in organizations worldwide are:

- Leadership Diagnosis
- Team and Organization Development
- Performance enhancement
- Communication and Interaction skills training
- Sales transformation
- Customer Service improvement
- Coaching

## **One System – Multiple Solutions:**

- Work Pair Analysis
- Team Analysis
- Organization Analysis
- 360 Feedback
- Job Analysis

