



Martin Probst | CEO - Chief Education Officer

Martin has helped countless members of middle and upper management to empower themselves with skills of the future, so they can **LEAD WITH confidence** and positively impact the people around them through their actions and authentic leadership style.

Martin's endeavour to make a lasting impact in the area of Human Resources Development (HRD) has seen him spending well over 20 years travelling the world, studying the field of self-development and human potential. He understands what it means to work in pressured environments and the importance of becoming the best at what you do.

His background and experience working with a wide variety of cultures and range of industries include:

- Finance
- Gaming
- Education
- Hospitality
- Procurement
- Compliance
- IT
- Marketing

This deep knowledge and understanding enables rapid rapport and trust to develop. He is Master Certified in numerous personal transformation modalities and is an all-round nice guy with an infectious laugh.



His mission to maximise human potential to achieve peak performance in a supportive work environment has led him to:

- Become a **Certified Learning Facilitator & Certified Virtual Facilitator** (*Institute for Learning & Performance*) and certified in many other transformational modalities
- Design and deliver over 200 workshops and speaking engagements
- Teach over 10 years in a classroom setting
- Facilitate over 1,000 hours of one-on-one coaching sessions
- His company placing in the: **'Top 10 Leadership Development Training/Coaching Companies' APAC 2020**
- 2019 Australian Learning Impact Awards
 - Learning Professional of the Year
 - Learning Provider of the Year Runner Up
- 2019 Wyndham Business Awards
 - Professional Services Small Finalist
- Author of 7 Australian and international books and audio books including the
 - #1 International Bestselling Book 'I did it!'
- Adviser and member on various committees & boards
- Featured in:



Today, Martin is directly impacting the lives of many managers in Australia and around the globe through his simple-yet-effective and solution-based leadership strategies, so they can successfully deal with the human aspects of the business.

Following are some comments from his empowered clients:

"It blows my mind that Martin Probst can deliver that kind of mindset change in such a short period of time."

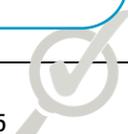
Kirsty Milligan | Managing Director

"PROfound - it's very appropriate. The changes in your life are PROfound. This was the best money I've ever spent."

Scott Merrick | Business Owner

"The leadership training session with Martin was incredibly helpful and contained practical and relevant advice that I could immediately put into practice at work and in my personal life."

Pascal Winkelmann | CEO

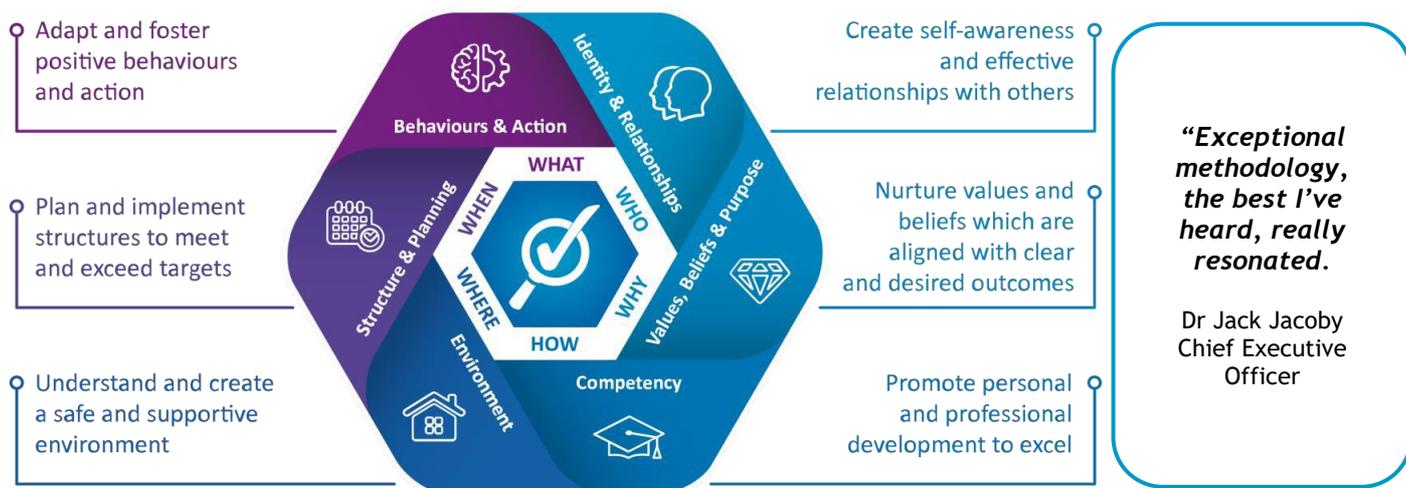


DELIVERING AWARD-WINNING LEARNING IMPACT

When you become a PROfound Leadership client, you will experience a fully tailored approach to anything we provide. Everything we deliver is designed to accelerate your ability to achieve better outcomes and reap results from confident leadership.

Our programs set themselves apart from other similar, off-the-shelf training solutions. The coaching sessions, group training facilitations, leadership programs, and keynote speeches are not based on hypothetical case studies, but rather revolve around real situations that our clients are faced with, and always include a solution-based approach to enhance learner engagement and to positively impact business results and learner satisfaction.

Our learning and development solutions are based on the PROfound Leadership Methodology, developed after extensive research of client needs and analysing prevailing skill gaps in education and the workforce.



“Exceptional methodology, the best I’ve heard, really resonated.”

Dr Jack Jacoby
Chief Executive Officer

This powerful methodology builds a strong foundation for fully tailored programs to address the leadership needs of each participant. New learnings are successfully installed to allow individuals to **LEAD WITH confidence** and inspire self and others to achieve and exceed business objectives.

Some of the most popular topics include:

- ✓ Raising personal effectiveness - Reaching your full potential and being ahead of the game
- ✓ Unlocking Emotional Intelligence - Scaling from the inside and succeeding with fulfilment
- ✓ Mastering effective communication - Enhancing communication behaviours and getting the message across
- ✓ Enhancing interpersonal skills - Creating strong connections and transforming business relationships
- ✓ Managing conflict with confidence - Navigating challenging situations and turning them into productive outcomes
- ✓ Providing quality customer service - Fulfilling client expectations and providing a five-star experience
- ✓ Presenting with impact - Speaking up, being heard and feeling confident
- ✓ Implementing and managing change - Getting buy-in from the team and creating a successful shift
- ✓ Empowering others to perform and excel - Creating a human-centred culture and driving performance

Other topics within Martin’s areas of expertise include:

- ✓ Building resilience - Cope and thrive in the face of challenges
- ✓ Dealing with difficult behaviours - Change through positive influence
- ✓ Facilitating difficult conversations - Confidently managing challenging situations for win-win outcomes
- ✓ Time management - Get to the point and stay ahead of the game
- ✓ And more

“The Motivation and Inspiration in Leadership presentation was a tremendous success, attracting a diverse range and level of attendees. Your presentation was informative, and many commented on how they reflected on their own practices. It also allowed for the reflection on workplace practices within their organisation.”

Sally Rowe-Walse | Co-Secretary, AHRI Gippsland Network Committee