



Testimonials

Facilitation

sage allan

Facilitated Sessions (Partial List)

Client - Service Skills Australia

Date - June 2011

Subject - Service Network Conference

Client - Family Business Australia

Date - May 2011

Subject - NSW Conference

Client - Qantas Engineering

Date - September 2011

Subject - Divisional Leadership Strategy Day

Client - Qantas Engineering

Date - August 2011

Subject - 2020 Strategy Conference

Client - Qantas Engineering IT

Date - June 2011

Subject - Team Charter and Team Strategy Day

Client - Qantas Engineering LMO Leadership Conference

Date - July 2011

Subject - Leadership Strategy Day

Client - Patio Design

Date - 2009

Subject - Leadership Strategy Day

Client - University of New South Wales

Date - 2009

Subject - Finance Division - Five Year Strategy

Client - University of Sydney

Date - 2008

Subject - High Performance Project Delivery - Law Building Project

Client - University of New South Wales

Date - Two Day Leadership Conference 2009

Subject - Finance Team Alignment Workshop

Client - Qantas Catering

Date - 2009

Subject - Developing High Performance Teams

Client - SNP Security

Date 2009

Subject - connecting with your customer - Leadership Strategy Conference

Client - Qantas Catering

Date - 2009

Subject - Delivering Customer Excellence Leadership Strategy Day

Client - Qantas Airlines

Date - 2008

Subject - People Team Leadership Day

Client - Commonwealth Bank

Date - 2006

Subject - Small Business Acquisition - Leadership Strategy Day

Client - Ernst and Young

Date - 2006 and 2007

Subject - Finance Leadership Team Strategy Conference Days

Testimonials

The three things I gained from the facilitators involvement in the workshop were: direction and exploration.

I Nicholson, Service Skills Australia, 2011

Thanks for the strong guidance Isabella, you are fearless. The three things I found most valuable from the discussion in the workshop were: discovered a new process [that] took us from a place of "disagreement" to agreement.

K McMahon, Service Skills Australia, 2011

The facilitator was a neutral observer to provide direction, kept [the] group on track [and helped us achieve] a Result!

Dan Clarke, SkillHub, 2011

Isabella provided process, energy and directive, a new process for conversation and active debate.

R Keenan, QTIC, 2011

The thing I gained from Isabella's involvement in the day was that she listened.

Y Nirmala, Service Skills Australia, 2011

Three things the facilitator provided in the day were pace, control and an interesting approach to traditional brainstorming.

J Thomas, Service Skills NSW ITAB, 2011

Isabella provided a thought provoking issues [booklet] and mediated heated discussions.

M Sidebottom, Future Now, 2011

The things I found valuable from the discussion in the workshop were getting to know what mattered to others and identification of common ground.

M Brenton, SITAC, 2011

I found that the inclusion and opportunity to speak and listen to be the most valuable thing in our workshop discussion.

S Cooke, Qld Fitness and Recreation Skills Alliance, 2011

The three things that I gained from the facilitators involvement in the process were: being led through the process in a positive and non confronting way, knowledge of the world cafe model, understanding of the network participants.

K Beattie, Service Skills Australia, 2011

Isabella encourage participation from all.
R Parker, EASC, 2011

The things I found valuable were reaching agreement collaboratively, open discussion, honesty and sharing visions and moving around which facilitated networking.
M Gammon, Future Now, 2011

Isabella had an awareness of group dynamics/team work (org psych) and provided clear direction and plan [which] kept the day focused.
S Belardi, Service Skills Australia, 2011

I really appreciated the openness, honesty and involvement of everybody in the workshop.
B Stanton, Service Skills SA, 2011

As a long established Australian law firm focused on the provision of top tier advice and support to leading corporates, it is essential Thomson Playford surrounds itself with high calibre, commercially savvy business partners and consultants.

Isabella Allan has invested time and energy in getting to the heart of our business and working efficiently and effectively alongside our partners and management team to develop strategic and operational approaches aimed at achieving our commercial objectives.

Isabella's flexibility and availability has been greatly appreciated. Our offices are based in Adelaide, Melbourne and Sydney and she has made herself available to coach and lead pitch management workshops in the office that works for us - in some instances at very short notice, and against very tight deadlines.
N. Maley Randall, Executive Manager Marketing, Thomson Playford, April 2006

I am pleased to provide Isabella Allan, Director of Sage Allan Pty Ltd with a testimonial regarding the communication services that Sage Allan has provided to Geyer. To date Sage Allan has worked with us on:

- *Skill development workshops – networking skills, new business development and client relationship management;*
- *Pitching – a major pitch presentation and a charette process.*

The services Sage Allan has provided Geyer have always been delivered with a:

- *Customised approach*

- *Practical outcome in mind and*
- *Complete understanding of our business and industry.*

The thing we valued the most was the flexibility and responsiveness of Isabella – when we needed help she would ensure that she was available to assist us.

As a facilitator of workshops and pitching sessions, Isabella is clearly capable of dealing with our most senior Directors right through to our more junior people. Her facilitating style gets the most out of people leaving enough time for people to share thoughts and ideas while still achieving the learning and pitch preparation outcomes needed for our business.

As a result of the communication training services provided by Sage Allan our team has learnt how to be more confident in networking situations and strategically plan our business development. The team is also now actively maintaining our client relationships with an enthusiasm not previously seen.

The practical tips and techniques that we acquired through the Sage Allan training process have also helped our team improve their credibility and professionalism in dealing with our clients.

The pitch presentation that Sage Allan assisted us with was successfully won by Geyer – the preparation phase where we used Sage Allan was invaluable to helping us win this account.

We would recommend the services of Sage Allan to others and we look forward our continued association with Sage Allan.

N. Sanderson, Marketing Manager, Geyer Design Pty Ltd, July 2005

In mid 2004, in my role as Manager Customer Service Communications with Qantas, I approached Isabella Allan from Sage Allan to help us develop our managers in facilitation skills.

The 40 managers who participated in the course ranged from senior professional level to executives. The aim of the course was to equip them with skills to facilitate difficult forums. Ultimately, the goal of the forums was to build stronger relationships between our people and our managers in a tough industrial climate.

Isabella tailored a two day program that aimed to strengthen our managers confidence in tackling these forums, provide them with the necessary skills to deal with potentially

difficult audience members and use relevant content based on our business issues at the time.

I attended the first course and found Isabella to be very intuitive and sensitive to the participants individual needs. She has the ability to coach people in front of a group, make them feel comfortable and boost their confidence.

The participant feedback forms were outstanding with everyone scoring the course very highly. Here are a couple of the comments that were made:

“The program was fantastic and I actually have walked away with skills and confidence.”

“All round a great program. Relevant to our workplace – Isabella has done her research!”

The anecdotal feedback I received mirrored the written feedback with one participant saying it was ‘the best course they have ever been on’.

There were only a few comments on how the program could be more effective and Isabella ensured these were incorporated into each successive course.

I would recommend Isabella for her ability to understand the needs of the audience, develop a program that suits these needs and deliver it with insight and individual consideration.

M. Ring, Manager Customer Service Communications, Qantas Airways, December 2004

YOUNG PLANNERS CONFERENCE 2006

I had the pleasure of meeting Isabella Allan during the 2005 PIA National Congress in Melbourne. I had heard amazing things about this woman and decided to pursue my interest further. In late 2005 we approached Isabella to facilitate the running of our Young Planners Conference entitled “YPCONNECT”. As a qualified town planner it was obvious from initial discussions with Isabella that she was the right woman for the job! The Planning Industry is experiencing a national shortage of planners which is putting pressure on the wider development industry. The aim of YPCONNECT is to equip the delegates with the skills needed to help deal with the day to day challenges of being a planner in today’s environment.

Isabella was incredibly professional, engaging and thought-provoking. The techniques taught on the day have made an incredible difference to the future leaders of our profession. The YPCONNECT committee was swamped with emails of praise from delegates, sponsors and speakers. One in particular from a Senior Planner – “Kate - may I offer you a hearty congratulations on your efforts with YP Connect 06. The event was professional, well attended, and just a pleasure to watch on Sunday afternoon. There was real buzz in the air on Sunday afternoon. I wish this sort of forum was available when I

commenced my career. Isabella was fantastic and from those YPs I spoke to obviously left one amazing impact”

The skills that Isabella teaches are relevant to all professionals. Techniques to help build careers, increase confidence and heighten ability. Isabella’s contribution to the strong, positive development of Young Planners has no doubt ensured that the future of our profession is in good hands! I would highly recommend Isabella’s programmes to any professional body looking to gain the career advantage!

K. Wagner, PIA National Young Planner Convenor, Co – Chair YPCONNECT06, 2006



For more information, please contact

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