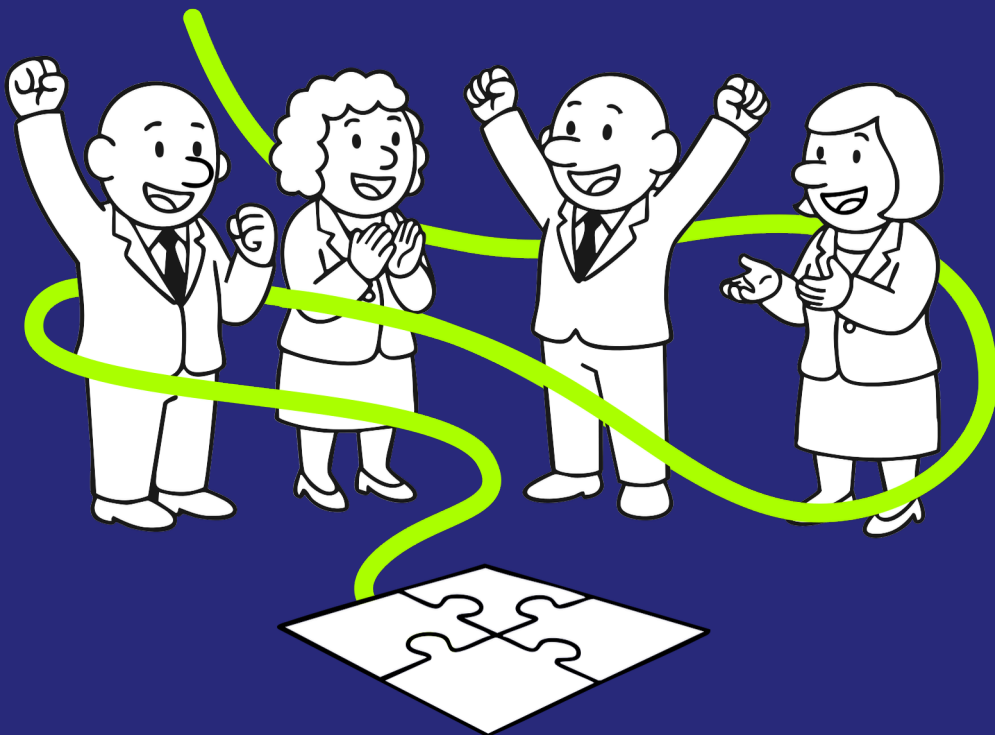


# STRATEGY FACILITATION FOR RAPID ALIGNMENT



TURNING *L* EAF

# Stop Your Leaders Pulling in Different Directions.

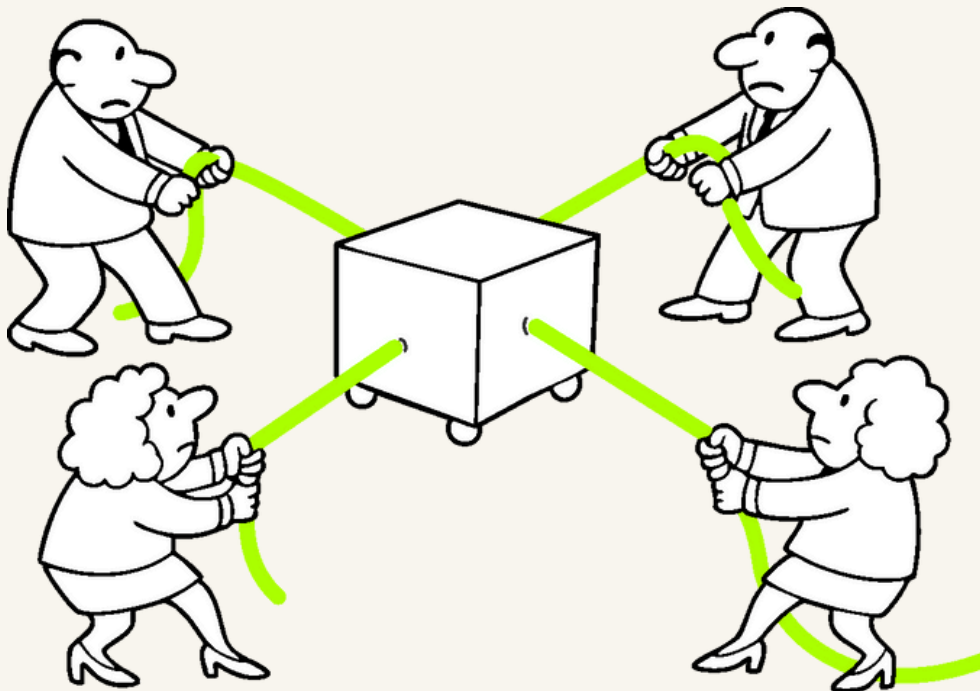
Do you want confidence your leaders understand your priorities and are personally committed to action? Our expert facilitators rapidly align your leaders on purpose, priorities, and your path ahead.

## A PLAN BUILT TOGETHER IS A PLAN THAT GETS DONE.

Turning Leaf strategy facilitation unlocks deep conversations to dissolve silos, create laser focus and realign your team. Unlike slow and costly traditional consultants, Turning Leaf facilitators harness the intelligence, insight and creativity of your own team.

## UNLOCK RAPID ALIGNMENT AND RESULTS.

You'll transform your leaders' commitment when you bring them together to navigate your high-stakes choices and set your clear path as a united team. Turning Leaf experts use a proven process and framework for rapid team alignment. With 20 years' experience delivering outcomes across hundreds of industries Australia-wide, you'll feel confident your plan will be stronger than ever.



# We Align Your Leaders & Accelerate Your Results

When your leaders are part of your planning process, your plan gets done. Strong strategy gets results, but only if you have commitment and accountability from your team. Through facilitated group discussion, Turning Leaf gets your team on the same page and committed to action.

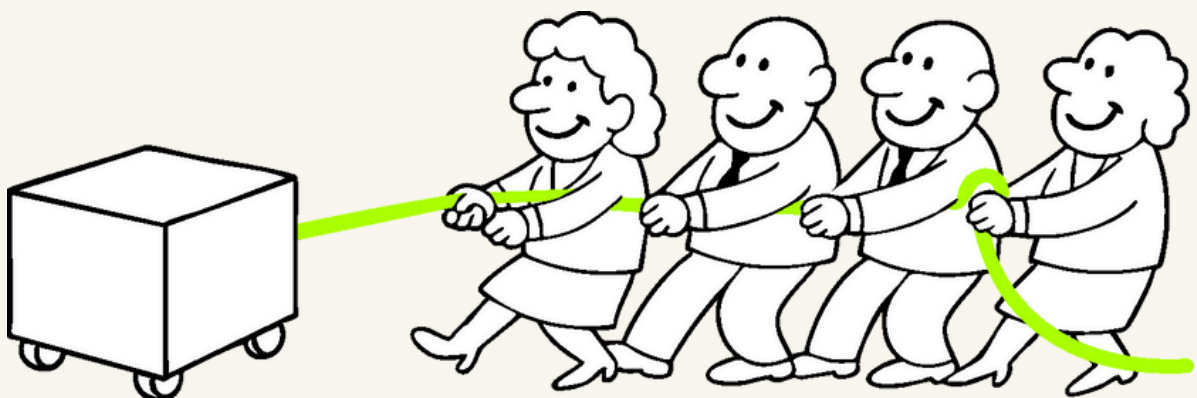
## TRADITIONAL CONSULTING APPROACHES ARE SLOW, RIGID AND EXPENSIVE.

At Turning Leaf, we focus on aligning your team because that is the highest impact point of your strategy development cycle.

Once your team is aligned, you quickly create individual accountability and implementation is easy because when your team owns the plan, they're committed to getting it done.

## THE TURNING LEAF METHOD IS FAST, FLEXIBLE AND AFFORDABLE.

Team alignment is the secret to strategy that sticks. When your leadership team is working together, decisions are faster, work is more focused, and you get far more impact in implementation.



# Why Choose Turning Leaf

## OUR PROVEN FACILITATION METHOD TURNS STRATEGY INTO RESULTS.

All our consultants are trained in deep group facilitation. They have all held leadership roles themselves, so they know how important commitment and accountability are to your results. Here are the six powerful reasons clients choose Turning Leaf again and again.

## 6 REASONS TO CHOOSE TURNING LEAF FACILITATORS

1

### WE UNDERSTAND YOUR CHALLENGE

We understand the challenges you face because our facilitators have all held leadership roles in major firms and managed complex businesses.

2

### RESULTS DRIVEN PROJECTS

We only deliver results-driven strategy workshops with measurable deliverables.

The entire process is developed to ensure strategy guides implementation and action for outcomes.

3

### TEAMWORK & ALIGNMENT

No-one knows how to align teams and get them to commit to action better than a Turning Leaf facilitator.

We will get your team engaged and help you retain your best people for longer.

4

### TRANSFORMATION READY

Turning Leaf facilitators specialise in transformational change and strategy development.

5

### PROVEN PROCESS

We have spent 18 years perfecting our process and have run hundreds of successful strategy facilitation sessions like yours.

6

### SPECIALIST FACILITATORS

All Turning Leaf facilitators are trained and accredited in large group facilitation techniques.

# Why Facilitated Planning Works

**Facilitated strategy planning always outperforms traditional consulting because when your team members contribute to the plan, they commit to getting it done.**

Our proven facilitation process is dynamic, inclusive, and fast.  
It unlocks clarity, ownership and action.

## FACILITATED PLANNING BEATS TRADITIONAL CONSULTING APPROACHES



### **YOU GET BETTER BUSINESS RESULTS:**

Unlike traditional consulting approaches, the strategies, innovation and plans developed with your teams are far more likely to be supported and implemented. In the real world, even your 80% plan (implemented) will beat your competitor's 100% plan left in the drawer.



### **HARNESS YOUR TEAM'S CREATIVITY & KNOWLEDGE:**

The process combines data and existing team creativity to help you define your strategic question and develop a strategy and implementation plan. The method is far less expensive than traditional consulting and, critically, involves your team in the co-creation of your plan.



### **YOUR FULL TEAM IS ENGAGED IN THE CONVERSATION:**

Your leaders are involved in the meaty conversation rather than managing the process and team. Your facilitator frees you to contribute fully while you remain confident the conversation will be kept focused and out of the weeds. Every voice will be heard.



### **SUPERIOR RETURN ON INVESTMENT:**

Your return on investment in time and money is high because teamwork, alignment and focus are high-leverage outcomes essential for growth and profitability.



### **SAVE TIME:**

Facilitated strategy formation lets you develop plans without the unnecessary costs, complexity, overservicing and delays of traditional consulting firms.

# Better Workshops Build Better Plans

Turning Leaf workshops are structured, energised, and outcome-driven.  
We use proven frameworks that guide your leaders to think strategically as a cohesive team.

Every Turning Leaf project is guaranteed to leave you with an aligned team, clearer goals, and faster execution plans.

## GET 100% TEAM COMMITMENT

Whether you're running a board, an executive team or a department, involving your team in your strategy formation is the secret to long-term success.

Your team will be vastly more committed to delivering on a strategic plan they were involved in creating.

## DEVELOP BETTER STRATEGY & TACTICS

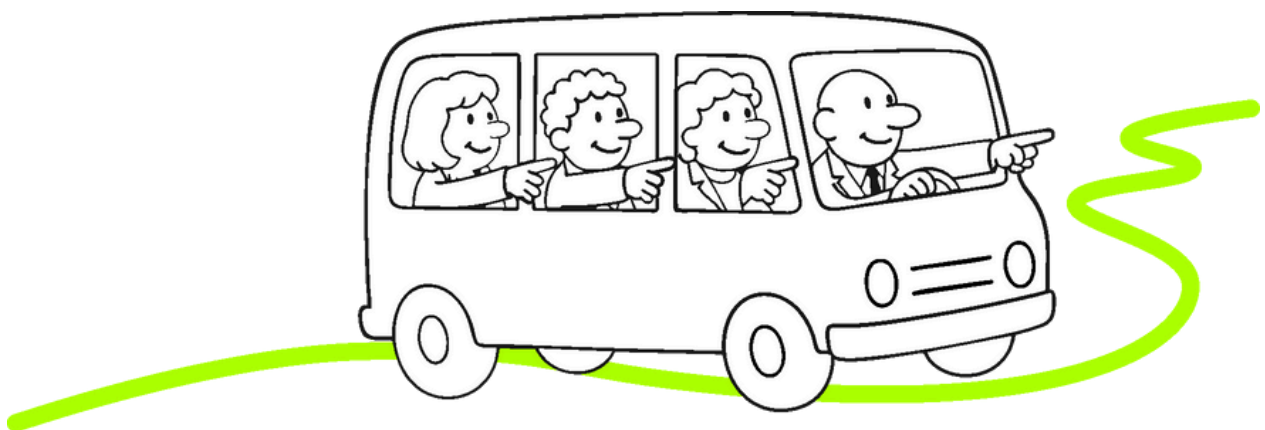
Using the right tools at the right time is vital to bring the focus required to solve critical business problems.

A Turning Leaf workshop and strategy planning process is guaranteed to change behaviour and get results - nothing less.

## LEADERS STAY IN THE CONVERSATION

Your energy, knowledge and understanding get lost if you're stressing over running a session by yourself.

When you engage a professional facilitator, you're part of the team and able to participate in the whole process.



# Four Types of Facilitation

Your business faces many alignment challenges. Whether you need to shape your strategy, reset your leadership, clarify your priorities, or accelerate implementation, Turning Leaf matches the right workshop approach to your specific needs.

1

## STRATEGY FORMULATION

We help boards & executive teams define their organisation's direction to win in the market.

2

## WORKSHOPS & SUMMITS

Our facilitated workshops engage with the 'doers' in your business to create real and measurable change.

3

## TEAM FORMATION & BUILDING

We dissolve functional silos and help you create motivated teams to deliver results in your business.

4

## IMPLEMENTATION PLANNING

We help teams convert strategies into action plans and momentum on the ground.



# The Turning Leaf Way

Clients tell us we bring clarity fast. Our proven 5-stage method accelerates alignment and gets true buy-in from your team.

The model is simple, structured, and fast. When your team is aligned and part of the planning process, you quickly create individual accountability and a strategy your team believes in.

**Faster planning. Stronger execution. Better results.**

## OUR PROVEN STRATEGY FACILITATION METHOD



### PUT YOUR CUSTOMERS FIRST

Refocus your business to put the customer or client first.



### ALIGN YOUR TEAM

Facilitate strategic planning with your leadership team.



### SET SOUND STRATEGY

Clearly define the main challenge, where to win and how to play.



### PLAN YOUR IMPLEMENTATION

Turn your strategy into practical actions to guide your team.



### INCREASE YOUR SALES AND SHARE

Monitor and measure impact and provide feedback loops for learning.



# Our Ten Flagship Modules

From purpose and vision through to execution and teamwork, our flexible flagship modules cover every step of your strategic journey.

1

## ADVANCED STRATEGY FORMATION

Strategy development by the people who will be responsible for it. This workshop is for when you have a team that needs to work together to win against competitors and to delight customers.

**MOST  
POPULAR**

2

## A.I. TRANSFORMATION

Is your strategy ready for the coming wave of AI opportunities and challenges? Have you identified where in your value chain artificial intelligence can add the greatest value? This module unlocks the potential for AI in your business.

3

## PATH TO GROWTH

Sales and marketing alignment to win in consumer categories. For when you need proven growth drivers to win in retail, e-commerce and with brands. Brings together category management, sales, and brand growth essentials.

4

## STRATEGY INTO ACTION

Implementation planning. For when the rubber hits the road - you need a GAME plan (Goals, Activities, Measurement, Evaluation).

**MOST  
POPULAR**

5

## ROLE CLARITY AND SILO BUSTING

Team formation at its best. Role clarity and working in silos are now classed as psycho-social hazards under WHS legislation. Proper team formation is a level one control for these risks because it eliminates lack of clarity at the source.

**MOST  
POPULAR**

6

## TEAM ALIGNMENT INTENSIVE

Developing a high-performance team. For when you have a team with a challenge and you need to bring them together to work efficiently and effectively to get the outcome you need.

7

## SCENARIO PLANNING & STRESS TESTING

Fortify your business against uncertainty with Scenario Planning & Stress Testing. Dive into tailored scenarios that challenge your strategy, uncover opportunities, and inspire innovation, ensuring your resilience and strategic agility.

8

## B2B BUILDER

Specialist strategy formation for businesses selling to other business and government. For when your B2B sales proposition needs to generate more interest in buyers without alienating the procurement department.

9

## EXECUTIVE FACILITATION

For teams ready to transform strategic visions into tangible outcomes and achieve organisational excellence. Unite your executives around common goals, enhance decision-making, and foster cross-functional collaboration.

10

## CX MAGIC

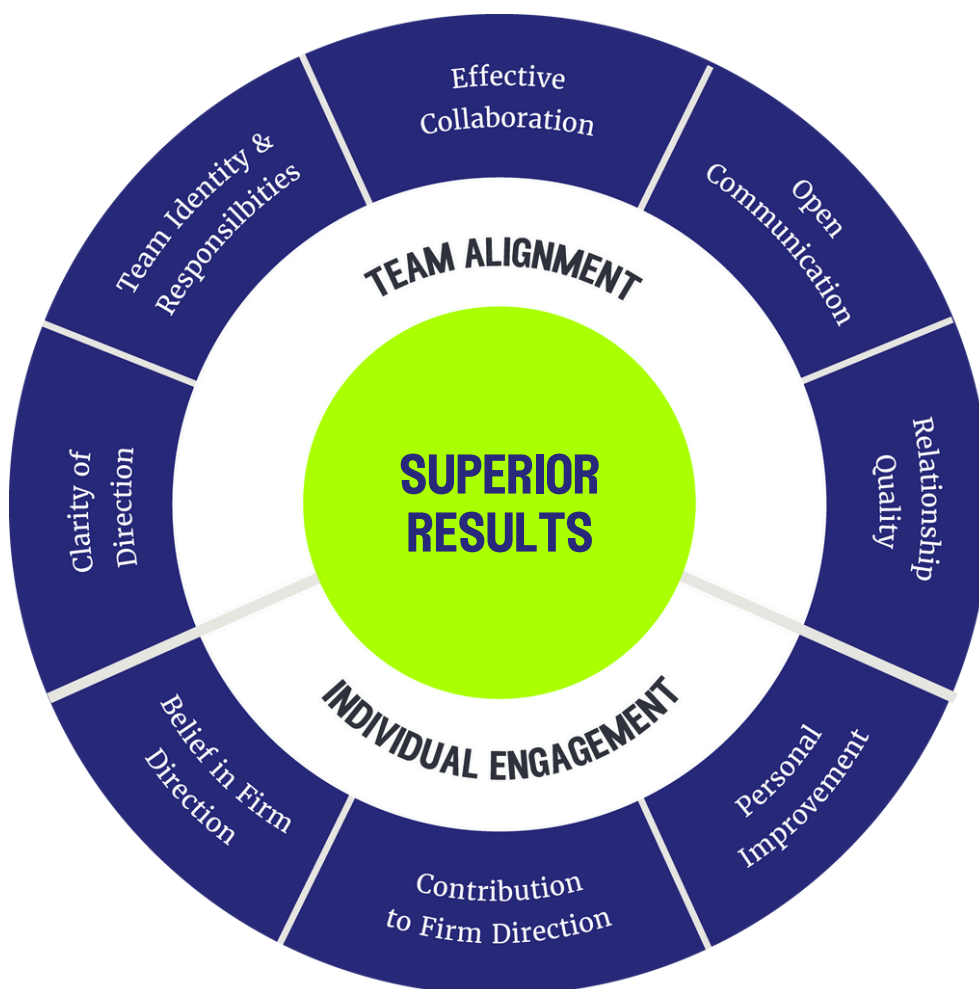
Putting your customer at the heart of your business through Customer Journey. For when you need to improve your customer experience (CX) by mapping their journey and identifying critical strengths and weaknesses.

# Introducing the 8 Alignment & Engagement Keys

These 8 validated keys guide the design of every Turning Leaf project.

They help us understand why alignment and engagement are your keys to results, and how to best help your organisation.

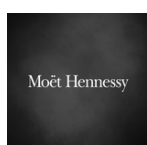
These behavioural drivers create clarity, commitment and the confidence you'll reach your targets.



# Recent Clients

Our clients span numerous industries and sectors, from global manufacturers and software companies to government, healthcare, education, charities, and high-growth start-ups.

Our breadth of industry experience means we understand your challenges fast and bring ideas and insights from adjacent sectors to give you a competitive advantage.



# Proven Impact. What Clients Say.

Results matter. Turning Leaf clients say we unlock clarity fast. They say we challenge, focus, and lift the quality of their leadership conversations.



Turning Leaf has been instrumental in our strategic planning for two years running. They guided us through a significant organisational shift with remarkable ease. Their innovative approach was engaging and productive, culminating in a clear, professional strategic plan that has genuinely energised the Care1 team.

**RHETT KENTWELL, CEO, CARE1**



Thank you for facilitating our leadership and strategy workshops in 2024 and 2025. Your guidance played a key role in helping us align and move forward with focus.

**ASHELY POWELL,  
MANAGING DIRECTOR,  
MOËT HENNESSY  
AUSTRALIA & NEW ZEALAND**



Turning Leaf were fantastic to work with in the design and delivery of my Directorate strategic planning day. At the end of the sessions my staff could clearly articulate the benefits of the day, and how the activities helped us as a team move forward on our strategic objectives.

**ADAM YOUNG, DIRECTOR, GRANTS,  
NSW GOVERNMENT**

# Case Studies

## EXECUTIVE & BOARD FACILITATION

A fast-growing energy sector B2B attracted new capital and board members. They needed to align on a longer-term strategy. Turning Leaf ran board and executive interviews, a staff survey, then facilitated a 2-day workshop. Leaders aligned on market assumptions, competitive priorities and co-created a vision, value proposition and overall strategy.

After the workshop, Turning Leaf helped produce a one-year implementation plan to eliminate low-value tasks, and the executive team became more accountable to their board. The work reignited market share and sales.

## LEADERSHIP TEAM ALIGNMENT

The Australian division of a multinational was missing its budget. Dual reporting and working from home combined to create a cultural challenge. Leaders were working in functional silos and employee engagement scores fell. A new CEO worked with Turning Leaf to convene senior leaders in a collaborative workshop to map current challenges and co-create a renewed direction.

Together, the leaders selected key cross-functional priorities, which became central to the firm's growth plans. There were fewer – but bigger – projects and diagnostics showed a lift in teamwork and trade relationships, resulting in improved sales and market share.

## IMPLEMENTATION INTENSIVE

A statewide care division under regulation and media pressure faced complaints, friction, and unclear handovers. People weren't sure who owned what. Turning Leaf mapped role-by-role responsibilities and the end-to-end value chain, exposing gaps and choke points. Turning Leaf proposed a simpler flow and a small set of leading KPIs, then ran a one-day whole-team workshop. Cross-functional groups tested the model, set handovers and decision rights, and linked daily tasks to division KPIs. We closed with a one-year operating GAME plan.

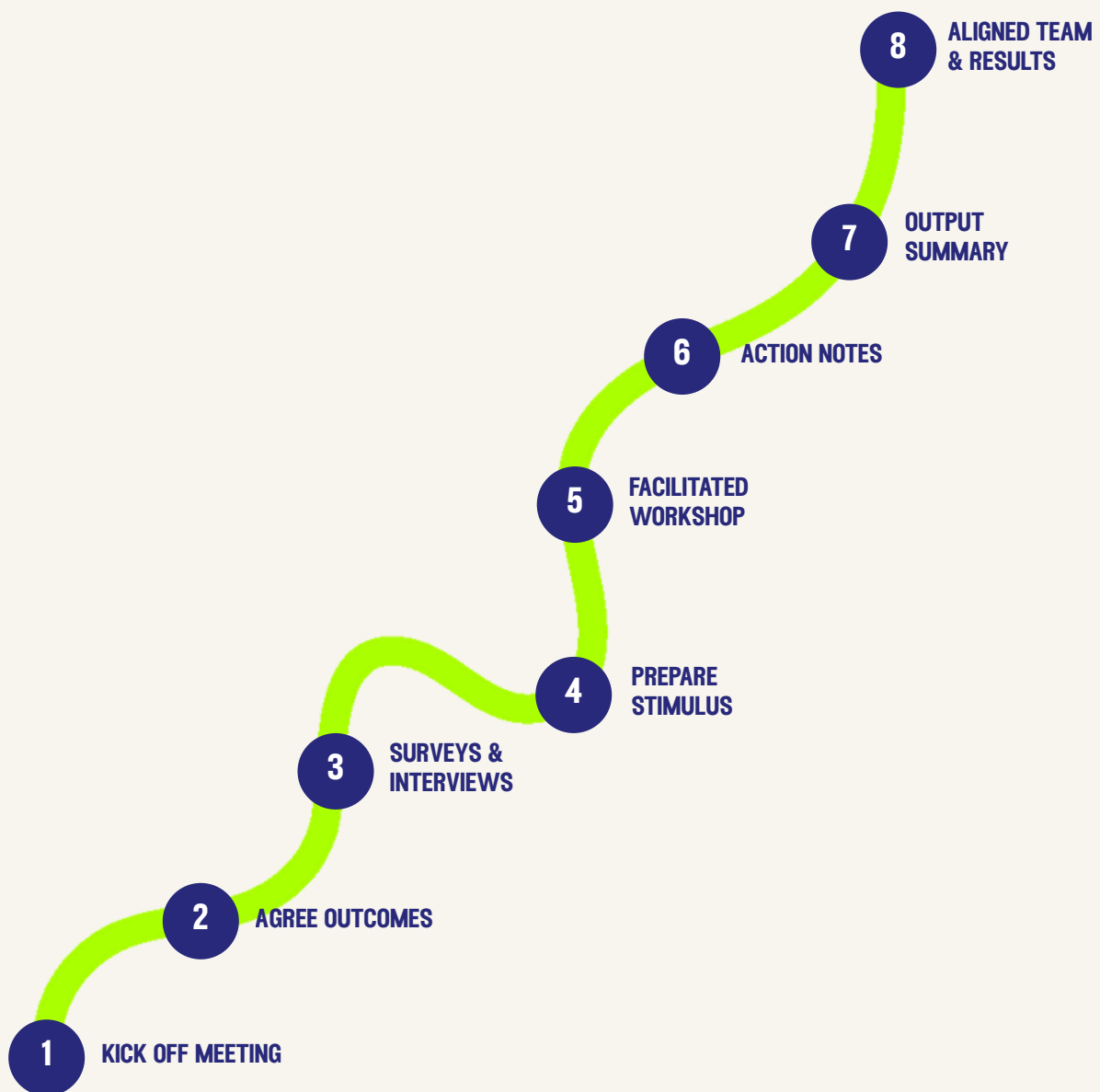
In the weeks after, decisions sped up, complaint loops shortened, and teams reported a clearer line of sight for the value they deliver. Friction eased and accountability stuck.

# Your Roadmap to Results

**Ready to align your leadership team and turn intent into strategic action?**

Our roadmap will help you get from first conversation to real momentum in motion.

We start by agreeing on your objectives and then tailor a project design that lands with a focused plan energising your people and driving action.





**LET'S ALIGN YOUR TEAM  
FOR BETTER RESULTS**

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