

FORTNIGHTLY BULLETIN

Bumper Christmas Edition – Amazing Offers – Don't miss out



11 December 2018
BULLETIN 23

Dear Scholars & Members

Welcome to the Fortnightly ILFSN Bulletin.

COMING EVENTS/DATES

MONDAY 4 FEBRUARY 2019

ILFSN COCKTAIL FUNCTION – INVITATION

CHANGE OF SPEAKER

Jim Whalley has been called overseas in early February. We will reschedule. Sparing no expense, we have located an excellent, informative, entertaining business entrepreneur.

Monday 4 February 2019

Hosted by and held at Macquarie Private Wealth

Level 2, 151-159 Pirie Street, Adelaide

Time 6.00pm to 8.00pm



Macquarie Private Wealth

NEW SPEAKER:

BRONTE ECKERMANN – Inventor The Zing Cricket Wicket System



Bronte is an entrepreneurial product developer, with a background in Industrial Design. From 1989 to 1997 he worked in R&D for a range of electronic product manufacturers: Scitec (Sydney Australia), Scitec (Silicon Valley, USA), Fujitsu Europe, (Birmingham, UK). Keycorp (Sydney Australia).

In 1997 he cofounded Proactive Design Solutions in Sydney: an R&D consultancy built around revolutionary parametric digital design technology.

From 2006-2009, he worked on retainer for a European start-up, managing end to end product development on a range of innovative consumer products associated with global TV advertising and international retail.

In 2007 he made a decision to relocate back to Adelaide and set about finding an innovative idea that he could develop and turn into a business in Adelaide. This eventuated in the invention and commercialisation of The Zing Cricket Wicket System.

The idea came in 2009, after over a year of systematic research and brainstorming. In 2010 he moved to Adelaide, proved the concept, found a partner with commercial experience in Cricket, developed a business plan and secured funding in 2011. The technology was fully developed patented and released into The Big Bash in 2012.

Since then, the Zings have proliferated through all forms of cricket in all the major cricketing nations and has been enthusiastically received by cricket fans of all ages and demographics.

Geoff saw Bronte recently and says he is entertaining, informative and inspirational. A natural comedian with a powerful intellect and full of

valuable messages. Bronte is probably the only winning Australian in cricket at the moment.



RSVP to Suzi suzi@industryleaders.com.au
by Friday 25 January 2019

FRIDAY 15 FEBRUARY 2019

ILFSN AFTERNOON TRAINING SESSION INVITATION

GARY BERTWISTLE – “WHO STOLE MY MOJO”

Friday 15 February 2019

Hosted by and held at William Buck

Level 6, 211 Victoria Square, Adelaide

12.30 to 6.30 (Includes lunch, afternoon tea and networking drinks at 5.30)



This presentation has been recommended by everyone Geoff has met who has seen Gary. This is like the heart starting morning coffee – except it lasts a whole year.

"Who Stole My Mojo?"

Many people feel flat, many businesses are lacking direction. Teams are finding it hard to get their momentum. In short.... we have lost our Mojo.

*Based on Gary's best selling book *Who Stole My Mojo?*, this session is about introducing simple and easy to implement tips and tools for putting the spark back into your day. Be it a team you lead, the company board you sit on, or your own individual business, *Who Stole My Mojo?* will not only help you get the most out of your day both in and out of the workplace, it will also give you the necessary zest and passion to drive you towards your aspirations and goals.*

There is no doubt that the pace and degree of life is stealing our mojo. Business is under fire and companies are losing their mojo. This session helps explore how your thinking works to help you be your best and create great ideas. You will walk away with all you need to raise the bar, seize the day and put the mojo back in your day, your team and your company.

Who Stole My Mojo? will help you understand the secrets to leading, enhancing and holding on to your mojo. You will have your spark back and will know what you need to do to get the most out of your life and be firing on all cylinders again. And should you lose it again, you will know how to get it back! Learn how others keep their mojo in check, and how these tips can be applied to your own world and business.

**Bonus presentation – M&A update – half an hour with Adrian Chugg,
Corporate Advisory Director, William Buck.
Thinking about expansion through acquisition.
Wondering if someone might bid for your business in 2019.
This will provide a complete update on the possibilities.**

RSVP to Suzi suzi@industryleaders.com.au
By Friday 8 February 2019

SPECIAL ILF CEO INSTITUTE SCHOLAR GROUP FORMING

Lonely at the top?

Then it's time to join an exclusive group of your peers for support, networking and problem solving.

The **Industry Leaders Fund** in conjunction with **The CEO Institute** are offering Scholars membership to an exclusive syndicate of senior leaders and business owners who are also ILF Scholars.

The Group will commence by July 2019, subject to at least 8 expressions of interest being locked in by 30 April. Those who nominate early will, with mutual agreement, be entitled to attend another existing group, subject to compatibility and avoidance of conflicts of interest with other members of the interim group, until the ILF group launches. If the required numbers are reached early the group will launch earlier than July.

The group will be modelled on The CEO Institute syndicates that have been operating nationally for over 25 years and chaired by an experienced, high-profile, high achieving business person.

What do I get as a member of The CEO Institute?

- **Half-day boardroom meeting each month – “The Meeting of Minds”**
(breakfast at 7.30am and meeting concludes at midday).

This will be your exclusive peer network to discuss and workshop challenges you may be facing, facilitated by a highly experienced Chair to challenge, guide and offer advice. An opportunity to seek counsel and alternative views on issues you may be grappling with in a confidential and highly supportive environment.

Meetings will include expert guest speakers on relevant business topics and the challenges that senior executives frequently face.

Site visits – from time to time meetings will include site visits to other members' businesses.

Profile of our Chairs can be found here: <https://www.ceoinstitute.com/about-us/our-chairmen/>

- **Bonus offer if you nominate and enrol by 25 January - The CEO Institute Annual Summit – Friday 1 February 2019**

Invitation for you and a guest to attend The CEO Institute SA Summit. All day event including a panel of interstate and local speakers. A day of learning and networking with approximately 100 other senior executives.

- **ILF Founding Members Offer – overnight retreat**
The first meeting for founding members of the Syndicate will include an overnight retreat to get to know fellow members and discuss how the syndicate will best suit your needs.

- **Invitation to The CEO Institute Networking Events**

Opportunity to meet with senior executives from other syndicates in an informal environment.

What do the members say?

'I have found the CEO institute an important place for me to reflect on my role and performance as a CEO amongst trusted peers.

The experienced leadership running the CEO program not only provide new knowledge from experts on relevant topics, but also facilitate a frank and fearless forum of industry peers in which to test ideas and remain accountable. This environment I believe makes better leaders and CEOs, I can highly recommend this program to CEO leaders who want to grow and be challenged.' **Mark Fusco, Managing Director – Advanced Focus**

Even with the amazing assistance I receive from the MOO Board, I have felt, from a personal level, that I needed an opportunity to further challenge my thoughts to enable me to improve my own skills to become a more effective leader.

Becoming a member of The CEO Institute was the opportunity I needed, and its values resonated very well with me. I've thoroughly enjoyed and benefitted from being part of our syndicate and have learnt an enormous amount and have most certainly grown. I'm pleased that I can meet with other like-minded business owners and leaders in an environment that is honest, supportive and can be, in a very positive way, challenging.

My experience has been that I genuinely learn something new at every meeting and thoroughly appreciate the support from fellow members. I've enjoyed being challenged on decisions that I have (or need) to make and appreciate the other members experienced comments and recommendations. It certainly has helped me make more informed decisions and be a better leader. I'm very grateful for the connections I've made and for the ongoing assistance I receive. **Mick Sanders (ILF 2018), Managing Director – MOO Premium Foods**

Fee structure: \$700 per month + GST.

Register your interest: Paul Preiss – Director S.A.

M: 0408 857 894 E: paulp@ceoinstitute.com

FRIDAY 24 MAY 2019

ILFSN CULTURE DAY – INVITATION

Rerun by Popular Demand- Previous session booked out- RSVP ASAP

Friday 24 May 2019

Grant Thornton

Level 3, 170 Frome Street, Adelaide

12.30 to 6.30 (includes lunch, afternoon tea and networking drinks at 5.30)

Sponsored by:



Returning for a rerun after positive feedback from those who attended the first sold out session on 19 October 2018, and after numerous requests from Scholars who were unable to attend due to lack of space, lack of notice or other clashes. We are giving plenty of notice on this occasion.

Originally conceived due to popular demand in Scholar surveys and training day feedback.

Topics requested by Scholars:

- Building high performance teams
- Recruiting for a productive and positive work culture
- Identifying and building an effective workplace
- Staff incentive programs that reward the behaviours and outputs wanted
- General staff management skills
- Improving workplace culture
- Talent management
- Leading people
- Change management
- People management
- Leadership communication

These topics and more will be covered in the session from people who have done it all before.

Facilitator:

Christine Molitor, CEO of Scope Global. Previously Christine built businesses in leadership development, recruitment, corporate culture and strategy.

Scope Global is a specialist project management company delivering international development and education programs. With more than 25 years' experience in managing people-focused programs for a range of clients, Scope offers extensive international experience and unique program management expertise. Scope is headquartered in Adelaide and operates in more than 20 countries in the Asia-Pacific region.

Keynote speaker:

Jenny Harvey, Group General Manager Human Resources at Detmold Group. Jenny has worked with the business to oversee the alignment and improvement of the corporate culture to a position where the Group has just celebrated its third consecutive year recognised an Employer of Choice through the Australian Business awards. She holds a Masters in Clinical Psychology from Flinders University, and has worked in a variety of business sectors, including working independently as a clinical psychologist and

organisational consultant. She is the best Human Resource practitioner that Geoff Vogt has met.

The Detmold Group is a leading manufacturer of paper and board based packaging products for a diverse range of customers. The company was established in 1948 and is still owned and managed by the Detmold family. It operates manufacturing plants in Australia, Indonesia, China, South Africa, Vietnam and the Philippines from which it services worldwide markets.

Panel Members

- **Gerry Doyle** (ILF 2016), CEO, Tonkin Consulting. Gerry took over as CEO at Tonkin in 2011 when performance was poor, and the business was declining. He first stabilised the business and in recent times it has grown rapidly. Building a positive culture was key to the turnaround. His ability to do so was enhanced by the IMD courses he attended with ILF support. This has been achieved while he struggled with depression, so his perspectives will be enlightening.
- **Eddie Lane** (ILF 2012), Eddie Lane (ILF 2012), Partner, Cold Logic Industrial Refrigeration. Eddie is the son of one of the founders of Cold Logic which after his father sold his shares, was struggling to grow. While forging a successful career in another business he was tapped on the shoulder to work at the business his father had helped begin. Since that time Cold Logic have built strong relationships with key clients in SA and interstate and growth has been stellar. The secret to success has centred around building key relationships, quality, leadership and the art of storytelling. Eddie has achieved this by building a strong outcome focused team driven by passion.
- **Kelly Jamieson**, Managing Director, Edible Blooms. Kelly has built from scratch the most successful on-line retail florist business in Australia as judged by Canstar. She is willing to do anything that she asks her staff do and more, including dressing as a strawberry to promote the business in the street in the very early days. This is a fast-moving disruptive business that requires to be constantly reinventing itself. Staff motivation and retention is key. Kelly recently opened her first outlet in the UK and has been located there for the past three months to grow their presence. During this time, she has worked remotely with her team in Australia and New Zealand to live their company values and continue to delight their customers.
- **Bruce Watson**, Bruce Watson, Chief Executive Workcover Queensland, former CEO of AusCoal Super, previously National Secretary of the CFMEU Mining and Energy Division. Bruce was originally an electrician in the mines and worked his way through the ranks of the union movement to head up one of the toughest unions in the country. He moved into the Industry Superannuation sector where the organisation he led produced top tier investment returns for members and was judged as being a Top 50 Best Place to Work in Australia for 7 seven years in a row. Bruce was awarded Executive of the Year in 2010.

- **Deb Dickson**, Head of Retail, Homestart Finance, former GM People and Strategy at Homestart. Deb has been with Homestart for ten years and is an experienced executive with a focus on culture and change management, customer fulfilment, business performance improvement and strategy development. Her qualifications include an MBA and a Master of Human Resource Management. During the ten years she has been at the heart of moving HomeStart from a public service mentality to commercially focused. As a success measure Homestart won the Human Synergistics Cultural Transformation Award in 2017 and in mid- September 2018, the Australian HR Awards Employer of Choice for 2018 (Public Sector and NFP).
- **Ben Smit**, CEO, Teamgage. Teamgage is a South Australian start-up success story founded by Ben and Noelle Smit. They provide culture improvement software to large organisations in Australia and abroad, including brands such as Microsoft, DXC, Santos and NEC. The company's success stems from their work to disrupt the traditional approach to culture and engagement programs with a more modern approach with a bias towards action, experimentation and iterative improvements. Ben will provide insights into what he has seen work well in other organisations and how digital methodologies can be used to measure and improve culture.
- **Iain Kemp**, National Managing Partner Industry and Managing Partner South Australia, Grant Thornton. Iain leads a team who are helping Mid-Sized Business achieve their growth ambitions. He is an Audit & Assurance Partner, having worked in Johannesburg, Moscow and Sydney before relocating to Adelaide in 2015. Iain brings significant experience across a number of industries. His focus is on businesses looking to grow and is particularly interested in light and heavy manufacturing; energy & resources and tech companies. Iain led a complete overhaul of the culture of the Grant Thornton Adelaide team over the last two years, starting with a new flexible office design.

To reserve your place, RSVP to Suzi suzi@industryleaders.com.au by Tuesday 30 April 2019

SCHOLARS IN THE MEDIA *(Click on the link to read the article)*

FCT, Jordan Parham (ILF 2015), takes its lead in Olympic Flames technology to the iron ore pelletisation market. Indaily 6 Dec 18.

<https://industryleaders.com.au/wp-content/uploads/2018/12/Olympic-success-sparks-boom-for-Adelaide-company.pdf>

Myriota, David Haley (ILF 2018) rides with Space X Falcon 7 into orbit. Australian Financial Review & Seven News 4 Dec, The Advertiser 5 Dec 2018.

<https://industryleaders.com.au/wp-content/uploads/2018/12/MYRIOTA-MEDIA-COVERAGE.pdf>

Rockford Wines, Ben Radford (ILF 2014), Basket Press Shiraz ranked as one of the top five wines in SA by Tourism SA . Tourism SA e-newsletter, 28 Nov 18.

<https://industryleaders.com.au/wp-content/uploads/2018/11/Try-5-Of-The-Best-Wines-From-South-Australia- -SA-Tourism.pdf>

Robern Menz, Richard Sims (ILF 2012) and Phil Sims (ILF 2017) is the inaugural inductee for the FoodSA Consumer Legend Award. Advertiser 25 Nov 18.

https://industryleaders.com.au/wp-content/uploads/2018/11/Confectioner-tops-when-it-comes-to-the-crunch-The-Advertiser-11_24_2018.pdf

Woodside Cheese Wrights, Kris Lloyd (ILF 2014) wins the Export Award at FoodSA awards. Advertiser 24 Nov 18.

https://industryleaders.com.au/wp-content/uploads/2018/11/THE-AWARD-WINNERS-The-Advertiser-11_24_2018.pdf

Beach Energy, Carrie Trembath (ILF 2017) and Glenn Toogood (ILF 2018), announces growth comes before dividends. Advertiser 24 Nov 18.

https://industryleaders.com.au/wp-content/uploads/2018/11/Dividends-can-wait-says-Beach-boss-The-Advertiser-11_24_2018.pdf

Please send us your news for inclusion in the bulletin – copies of news, articles published in papers or magazines or MP3 recording of live interviews preferred.

CHRISTMAS MESSAGE

2018 Has been a year of milestones for the ILF.

1. First time we have held two training sessions on the same subject in one year – Digital Marketing by Geoff Kwitko.
2. First ILF Breakfast held at Adelaide Club – Zoe Detmold & Christine Molitor.
3. Held awards ceremony at a new venue – The Adelaide Zoo.
4. Held most popular ever training half day – Culture with MC Christine Molitor, keynote speaker Jenny Harvey and an all star panel.
5. Achieved a record 20% of new Scholars from regional South Australia.
6. Increased Scholar numbers by 20 to 142.
7. Saw many Scholars achieving recognition through awards, including Patrick Power whose Power Health was awarded the Telstra Medium and Making Waves for 2018 and Oscar Fiorinotto, Jim Grose and Grant Wilckens who were EY Central Region EY Entrepreneur of the Year finalists with Grant Wilckens becoming a National Winner.
8. Launched our second mentoring program.

9. In the annual survey, Scholars reported that jobs in South Australian increased by 305 since course completion and the average grant dollar cost per job generated reduced from \$5k to \$4k. That reflects good work by all of you. Well done.

Suzi will be on leave from Thursday 13 December and returning to the office on Monday 14 January.

Geoff will be contactable by phone or email during this period.

The next bulletin will be circulated on Tuesday 15 January 2019.

Wishing all of you the very best for the festive season, enjoy and stay safe.



Kind regards

Suzi