

ST RAPHAEL'S PRIMARY SCHOOL

# LEADERSHIP PROGRAM 2022



## WHY RUN A SCHOOL LEADERSHIP PROGRAM?

The purpose of this program is to equip our senior school students for their role as school leaders for the coming year.

On many occasions throughout the year our Grade 6 students will be asked to take on roles of leadership within the school community. Our aim is to provide them with the skills and training to allow them to fulfil these roles with confidence and competence and ultimately enjoy this experience.

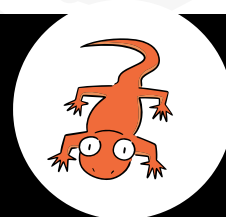
By introducing the skills of teamwork, self-reliance and self-confidence we can provide the opportunity for children to acquire positive life skills. The program will promote leadership, effective communication, time management and respect for self and others.

The students will look at examples of great leadership and participate in activities aimed at inspiring them to;

- Work in teams and consider team dynamics
- Lead a team and enjoy the responsibility
- Overcome fear & think positively
- 'Pay it forward' - enjoy the thrill of giving
- Plan for team success

THERE WILL BE TWO 2-HOUR WORKSHOPS RUN AT THE SCHOOL ON:

**22ND MARCH AND 29TH MARCH 2022**





## WHO IS RUNNING THE PROGRAM?



www SALES-SHIFT.COM

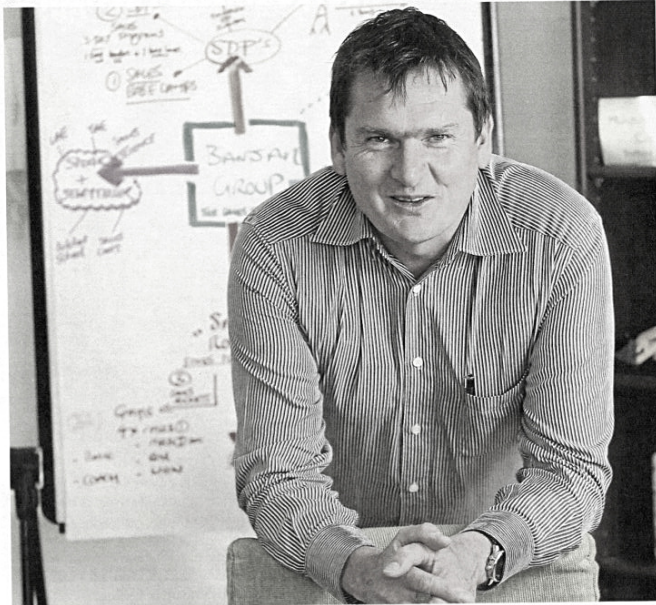
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**Mike Boyle** is the Director of **SALES SHIFT**, a niche consulting & advisory business specialising in sales, customer service & leadership/team development. He is a regular public speaker and has many years of experience speaking on the conference scene.

Mike has donated his services to implement a **Little Leaders Program** at St Raphael's Primary School due to his passion for seeing young people develop as leaders and team players while making sure they are well prepared when encountering new situations and circumstances. He is committed to helping people reach their potential and has been running these programs for the past 12 years.

Read the full article at: <https://sales-shift.com/little-leaders-program>

### NEWS



Giving back: Mike Boyle is helping pupils gain confidence.

## Pupils shown how to sell themselves

BY NICK DUXSON

PRIMARY school pupils are being given a life lesson by "sales scientist" Mike Boyle.

The successful businessman has been passing on his knowledge during a program with Essendon Primary School for the past four years, training the school's pupil leaders in "selling themselves".

He works with school and house captains and said he had seen timid, shy kids grow in confidence and as leaders.

Last year Mr Boyle took the program to Westmeadows Primary, and is keen to return.

"The mission is to . . . do more and more days with kids in schools. It's the best work I do," he said.

Community and business are intertwined for Mr Boyle and his company Banjar Group.

Having spent more than 20 years in sales, it was while working at Xerox that Mr Boyle developed his love for training people.

During the past six to seven years Banjar has "gone from a small one-man business to specialists in sales science".

Mr Boyle believes there is a lack of proper sales training. He saw an avenue to "bring the science back to sales" and developed a methodical approach to bring success.

What started as Mike Boyle Consulting became Banjar Group in 2007. The business has worked with companies small and large including Skilled, Canon and Pioneer.

"I have a vision [for Banjar Group] to be small enough to be nimble, but large enough to work with big business," he said.

Banjar, Mr Boyle said, was the Balinese word for communalism — and a banjar is also a town hall-like temple where community rules and values are set.

This theme of communalism is something which Mr Boyle has taken to heart, working voluntarily with local schools among other side projects.

The company also financially supports a school in Tanzania — the School of St Jude's.

"If we can do something to help these kids be better . . . A real community business is about balance and for everything we give away we get back twofold."

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City of Moonee Valley

