



# JEN DALITZ

THE CHANGE COACH

solid-theory down-to-earth  
energy captivating respect  
fantastic common sense  
thought-provoking awesome  
professional leadership inspiring  
friendly tailored fun  
engaging specialist empowering  
women in leadership experience purposeful  
opportunities gender diversity  
strategy motivating vivacious committed  
change high-value challenges  
attention-to-detail



JEN DALITZ  
& Associates Pty Ltd

FOR MORE INFORMATION OR TO BOOK JEN FOR YOUR NEXT EVENT VISIT [WWW.JENDALITZ.COM](http://WWW.JENDALITZ.COM)

## A WORD FROM JEN

“

THANK YOU FOR CONSIDERING ME AS A SUPPORT TO YOUR BUSINESS OR EVENT. IT WOULD BE MY ABSOLUTE PLEASURE TO BE OF SERVICE TO YOU.

COACHING IS MY FORTE – EITHER 1:1 OR IN A GROUP CONTEXT. I CAN REALLY BRING OUT THE BEST IN PEOPLE AND HELP THEM NAVIGATE ANY TRANSITION, EFFECTIVELY. EXECUTION IS NOT ALWAYS ELEGANT; CHANGE CAN BE MESSY. BUT WITH APPROPRIATE SUPPORT, IT'S SOMETHING EVERYONE CAN EXCEL AT.

SHOULD YOU BE LOOKING FOR A SPEAKER OR FACILITATOR TO INSPIRE YOUR TEAM THROUGH ANY CHANGE, I UNDERSTAND THAT THIS ISN'T EASY. THERE'S ONLY ONE CHANCE TO GET IT RIGHT. AND I UNDERSTAND THERE'S A LOT ON THE LINE, FOR YOU AND FOR ME. THAT'S WHY I WELCOME THE OPPORTUNITY TO ENGAGE WITH YOU AS EARLY AS POSSIBLE, TO UNDERSTAND YOUR GOALS AND OBJECTIVES OF THE EVENT, THE KIND OF EXPERIENCE YOU'RE LOOKING TO CREATE, AND TO ASSESS VERY HONESTLY WHETHER I'LL BE THE BEST FIT FOR YOU.

CONTACT ME ANY TIME, I'M ALWAYS HAPPY TO CHAT DIRECT AND WORK WITH YOU ON THE NEXT STEPS.

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EMAIL: [MAIL@JENDALITZ.COM](mailto:MAIL@JENDALITZ.COM)  
ONLINE: [WWW.JENDALITZ.COM](http://WWW.JENDALITZ.COM)

I LOOK FORWARD TO THE PROSPECT OF WORKING WITH YOU.

Jen





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# JEN DALITZ

is all about change. She teaches it, coaches people through it, and helps businesses to implement it.

Jen learned how to “do” change at a global management consulting firm. There’s a lot you learn in a work context like that, advising the largest and most respected industry and government clients, where the standards are high and expectations are even higher. It’s the kind of pressure that makes diamonds.

An **EXQUISITE STORYTELLER**, Jen is an accountant and management consultant by training and she certainly speaks the international language of business: numbers. Yet beyond the data and analysis, Jen influences and engages through telling stories and sharing experiences that are relatable and will be remembered, long after the slide-show has faded.

An internationally recognised **CHANGE AGENT**, Jen has a proven track record in developing and executing business strategy at the advisory, executive and board level. She has founded three start-up businesses and is a notable commentator on women in leadership.

Jen’s career in finance and consulting spans 25 years, diverse industries, international borders and a host of Fortune 500 and ASX50 companies.

For 20 years Jen has been leading people and change – as a frontline manager, executive, CEO and Board Chair.

She knows first hand what it’s really like at **THE POINTY END OF EXECUTION**, what it takes to make change stick, and how to motivate others to step outside of their comfort zones.

As a **KEYNOTE SPEAKER**, Jen inspires and provokes the audience to embrace change and to step up and actively lead, follow, or get out of the way.

As a **FACILITATOR** and **MC**, she comfortably commands the room and ensures the audience is engaged and invested in the experience; while her business acumen, consultative approach and back-stage professionalism will put the event organiser at ease.

And as a **COACH** and **MENTOR**, Jen backs up her key messages with one-on-one time, instilling in counterparts the confidence and ability to achieve breakthrough results.



# ABOUT

TRANSITION. EXECUTE. TRANSFORM.

“

**JEN DALITZ** HAS BEEN A SOUGHT AFTER SPEAKER AT OUR EVENTS ON SEVERAL OCCASIONS, MOST RECENTLY ON THE TOPIC OF WHY IT IS ABSOLUTELY CRITICAL TO DEVELOP A CURIOUS APPROACH IN BUSINESS. HER LAID BACK AND PERSONABLE STYLE INSTANTLY CONNECTS WITH HER AUDIENCE, BOTH SMALL (LESS THAN 10 PEOPLE) OR BIG (OVER 100). JEN HAS A VERY NATURAL SENSE OF HUMOUR AND THREADS VERY FUNNY SIDE STORIES THROUGHOUT HER TALKS. I’D HIGHLY RECOMMEND JEN AS A THOUGHT PROVOKING SPEAKER WHO CONNECTS WITH HER AUDIENCE.



Jen is the **AUTHOR** of *Little Wins for Working Women*, and a contributing author to *Ideas Volume 3* and *The Modern Women’s Anthology*.

An **ACCOMPLISHED BUSINESS-WOMAN**, Jen was listed in the inaugural ‘40 Young Business Leaders List’ by *In The Black*; has been a Telstra Business Awards finalist and the recipient of an Edna Ryan Workplace Award for improving the working conditions of Australian women.

She represented Australia in a BBC global debate on the advancement of women and the Millennium Goals and the Women’s Summit hosted by Malaysia’s Minister for Women.

**PROFESSIONALLY**, Jen is a Certified Practising Accountant, holds an MBA from the Australian Graduate School of Management, is a Graduate of the Company Directors Course and has ten years experience serving on Boards in the financial services, agricultural and education sectors including four years as Chair of a national education foundation.

Having grown up in the country, and achieved professional success in the city, Jen now lives with her husband and young son with one foot in Sydney and the other on their family farm in the NSW Southern Highlands.

Jen’s **APPROACH** to business and life has been described as practical, refreshing and real, and this is reflected in her speaking style. She will have you engaged with stories of business and life adventures, to deliver a **MEMORABLE** and entertaining experience you certainly won’t forget!

“

JEN’S PRESENTATION WAS ENGAGING FROM THE START AND I WOULD LOVE TO HAVE HER PRESENT AGAIN IN THE FUTURE. FOLLOWING JEN’S PRESENTATION WE FORMALLY INVITED FEEDBACK FROM OUR AUDIENCE AND THE WORD MOST USED WAS ‘INSPIRING’!





“ JEN PROVIDED SOME FASCINATING INSIGHTS INTO THE CHALLENGES WOMEN FACE IN THE WORKPLACE, SUPPORTED BY REALMS OF STATISTICAL DATA THAT OUTLINED THE INDUSTRIES AND REGIONS THAT WERE MORE ACTIVELY TACKLING THE ISSUES. SHE WAS ABLE TO TAILOR THE PRESENTATION TO INCLUDE ISSUES PREVALENT IN THE IT SECTOR, WHICH MATCHED OUR AUDIENCE’S NEEDS PERFECTLY.



**ARE YOU LOOKING FOR A SPEAKER WITH A DIFFERENCE FOR YOUR CONFERENCE OR FORUM?  
A PROFESSIONAL MC TO HOST YOUR EVENT AND DELIVER AN OUTSTANDING AUDIENCE EXPERIENCE?  
OR A BLUE-CHIP FACILITATOR FOR YOUR NEXT STRATEGY OR PLANNING MEETING?**

Then look no further! Jen’s client list spans most every industry and sector, in city and regional areas, right across Australia and the Asia Pacific region. She is as effective with frontline staff as the production line, and team leaders through to the executive suite.

Whether you’re looking to rev people up to deliver an outcome, or to settle them back into a rhythm after a major change event, Jen is the perfect choice. Bright, articulate and affable, Jen takes great pride in being of service to her clients.

You’ll find her a safe bet for any business event requiring a dynamic, invested, think-on-your-feet kind of speaker or facilitator.

# CLIENTS

CHALLENGE. INFORM. INSPIRE.



“ JEN DALITZ IS A FANTASTIC SPEAKER AND PRESENTER! I HIGHLY RECOMMEND HER AS A POTENTIAL SPEAKER FOR SMALL BUSINESS EVENTS RIGHT THROUGH TO LARGE CONFERENCES. SHE IS CLEAR AND RELATES WELL TO ALL AUDIENCE TYPES. SHE KNOWS HOW TO KEEP AN AUDIENCE ENGAGED AND ENSURES THEY LEAVE THE SESSION INSPIRED.

“ JEN PRESENTED A WORKSHOP CALLED ‘TAKE CHARGE OF YOUR CAREER’ TO OUR STAFF ACROSS FOUR CITIES AND THE FEEDBACK FROM JEN’S SESSIONS HAS BEEN GREAT. I HAVE HAD EMPLOYEES SPECIFICALLY COME UP TO ME SOME DAYS AFTER THE SESSION THEY ATTENDED, SAYING HOW MUCH THEY ENJOYED IT AND HOW GREAT JEN’S TIPS WERE ON PLANNING FOR THEIR CAREER.



“

JEN PRESENTED TO OUR INSPIRING WOMEN GROUP AND THE FEEDBACK HAS BEEN GLOWING. JEN HAS A WEALTH OF KNOWLEDGE ABOUT WORKING WOMEN, THE CHALLENGES THEY FACE IN THEIR CAREERS AND SOME GREAT IDEAS ON HOW TO MEET THESE CHALLENGES AND OVERCOME THEM.

**Deloitte.**

As its following grew into the thousands, sphinxx was expanded into a leadership program for senior women in business. Over 1,000 women participated in the sphinxx leadership programs across four Australian cities from all sectors and industries, as web traffic to the sphinxx online portal peaked at over 50,000pvpm.

Throughout this journey, Jen gained an international reputation as a leading expert in Gender Diversity. She has shared the stage with the likes of Avivah Wittenberg-Cox (*Why Women Mean Business* and *How Women Mean Business*), Elizabeth Broderick, Claire Braund, Avril Henry and Carol Schwartz, and is an avid media commentator on issues relevant to working women.

Jen's has received an Edna Ryan Workplace Award for improving the working conditions of Australian women; she was invited by Malaysia's Minister for Women to speak at the Women's Summit in Kuala Lumpur; and has participated in a BBC global debate on the advancement of women and the Millennium Goals.

Jen will open your eyes to the opportunity that women present to all sectors and industries - as consumers, talent and leaders - and help you develop an appropriate action plan to tap into the female psyche and the booming female economy.

She will equip your leaders with the skills and knowledge they need to attract, retain and develop the best female talent; and motivate and challenge the women on your team to step up and into their full potential.

“

JEN'S FRIENDLY AND VIVACIOUS PERSONALITY, ALONG WITH HER EXTENSIVE KNOWLEDGE OF WORKING IN MALE DOMINATED INDUSTRIES, RESONATED EXTREMELY WELL WITH THE AUDIENCE AT OUR INTERNATIONAL WOMEN'S DAY FUNCTION HER PRESENTATION WAS ENGAGING, INFORMATIVE AND INSPIRATIONAL. THE ABILITY TO TURN AN EVERYDAY EVENT INTO A MOTIVATIONAL MESSAGE IS NOT SOMETHING THAT A LOT OF SPEAKERS POSSESS, JEN CERTAINLY DOES.

**ClubsNSW**

“

ON BEHALF OF OUR WOMEN'S NETWORK, THANKYOU VERY MUCH FOR SPEAKING AT OUR FORUM. THE FEEDBACK HAS BEEN WONDERFUL AD THE WOMEN PRESENT FELT INSPIRED BY YOUR TALK AND READY TO MAKE SOME CHANGES!

**PITTWATER COUNCIL**

“

JEN WAS A FANTASTIC SPEAKER AT OUR INTERNATIONAL WOMEN'S DAY EVENT. SHE SPOKE ABOUT HER EXPERIENCES IN BUSINESS AND LEADERSHIP WHICH WAS BOTH INSIGHTFUL AND INSPIRING. JEN IS A TRUE LEADER WITH A WONDERFUL STORY AND MESSAGE. I KNOW THE AUDIENCE THOROUGHLY ENJOYED HEARING JEN SPEAK AND I WOULD HIGHLY RECOMMEND HER.

**CPA AUSTRALIA**

# GENDER DIVERSITY

WOMEN. MEN. WORK.



“

JEN KICKED OFF OUR VERY FIRST "INSPIRATION BEFORE BREAKFAST" SEMINAR. WE RECEIVED OVERWHELMING FEEDBACK FROM OUR MEMBERS ABOUT JEN'S PRESENTATION, WHICH DESCRIBED HER AS HIGHLY ENGAGING AND LEAVING THEM WITH SOME PRACTICAL WAYS TO IMPROVE THEIR OWN CAREER. I WOULD HIGHLY RECOMMEND JEN AS A SPEAKER TO ANY PROFESSIONAL GROUP.

**women lawyers**  
association of row

“

JEN'S PERSONAL ANALOGY AND CHALLENGE TO SHIFT OUR PARADIGMS FROM LEADERSHIP TOWARDS FOLLOWERSHIP MADE A QUICK AND IMPACTFUL IMPRESSION UPON ME. NOT ONLY DID HER MESSAGE RESONATE WITH MY VALUES TOWARDS SERVING THOSE UNDER MY ROLE OF RESPONSIBILITY, IT ALSO STRUCK ME HOW SUBTLE SHIFTS IN PERSPECTIVE HOLD THE POTENTIAL OF EXPONENTIAL RESULTS. JEN IS A PERSONABLE, RELATABLE AND GENUINELY WARM PERSON. IF YOU ARE INTERESTED IN ENGAGING YOUR TEAM, CONNECTING WITH THEM AND DEEPENING YOUR EFFECTIVENESS BY LEADING WITH A NEW MODEL THAT LOOKS TO FOLLOWERSHIP, I RECOMMEND THAT YOU REACH OUT TO JEN.



# LEADERSHIP

is a topic that gets a lot of airtime. In a career and the community it's something to aspire to. And in business it's something we devote a lot of resources to.

Strategy. Organisation structures. Training. Mentoring. It's all about leadership. But what of the followers?

Well here's what we know:

- UNIVERSALLY, there are MORE FOLLOWERS than leaders
- LEADERS will only be effective if others choose to follow them.
- FOR FOLLOWERS, success is inextricably linked to who we CHOOSE TO FOLLOW, or not.
- LEADERS ARE USUALLY FOLLOWERS AS WELL, making the ability to transition effectively between the two roles critical.
- NOT ALL FOLLOWERS aspire to leadership, indeed many are motivated by very different drivers.

So before you invest one more dollar in leadership programs – and especially women in leadership programs – you must first evaluate the model of leadership that currently exists in your business.

Research shows that highly engaged workforces produce superior financial results, more satisfied customers and stronger brand value.

And, people disengage if they cannot relate to the model of leadership on offer.

In the world of followership, Chiefs of enterprise bring out the best in their teams and build a loyal customer base of committed brand advocates.

Ignoring hierarchies, these aspirational leaders stretch, support, believe in and benefit from the contribution of followers. They build strengths-driven teams that choose to follow.

Inspired followers are given permission to create their own pathways and deliver outcomes under their own steam. They are encouraged to challenge, develop and grow, whether or not they aspire to leadership. And as a result, they flourish.

No one – leader or follower – has a monopoly on the best ideas in the room. But the best leaders can harness the collective wisdom of their followers to innovate and produce the highest quality output, efficiently and effectively.

This collaborative, consultative approach to co-creating value is what followership is all about.

Isn't it time you embraced the power of followership?

# FOLLOWERSHIP

LEADERS. FOLLOWERS. CO-CREATING.

“

JEN ENCOURAGED PARTICIPATION, IDENTIFIED OUR NEEDS AT THE OUTSET, AND ADAPTED THE SESSION ACCORDINGLY.



“

JEN WAS VERY WELL RECEIVED AND ONE OF OUR MOST POPULAR SPEAKERS THIS YEAR. HER NAME AND THE TOPIC PULLED A GREAT CROWD.



# INNOVATE.

Disrupt. The "Ideas Boom". So you're an ideator now? Good. Remember though, there can be no innovation without action.

Almost anyone can dream up a great idea. But it's the person who takes that idea and turns it into something who truly makes a difference.

And that means change.

As a management consultant with a top-tier global firm, Jen made a great living from thinking up ideas.

And she's made a life from executing them.

Jen's breadth and depth of experience in guiding executives and team members through the innovation and implementation process is unique. She really gets change.

As a business advisor, entrepreneur and founder of three start up businesses (and especially as a farmer!) she lives and breathes change.

Rather than something to be avoided, Jen sees change for what it really is: opportunity, choice, freedom.

This is her message.

Jen has led large scale change programs with \$50million budgets, hundreds of project team members, touching the daily operations of thousands of employees. So she is well placed to speak to your transformation initiative.

Whether you are planning for change, or in the thick of it, Jen can assist with:

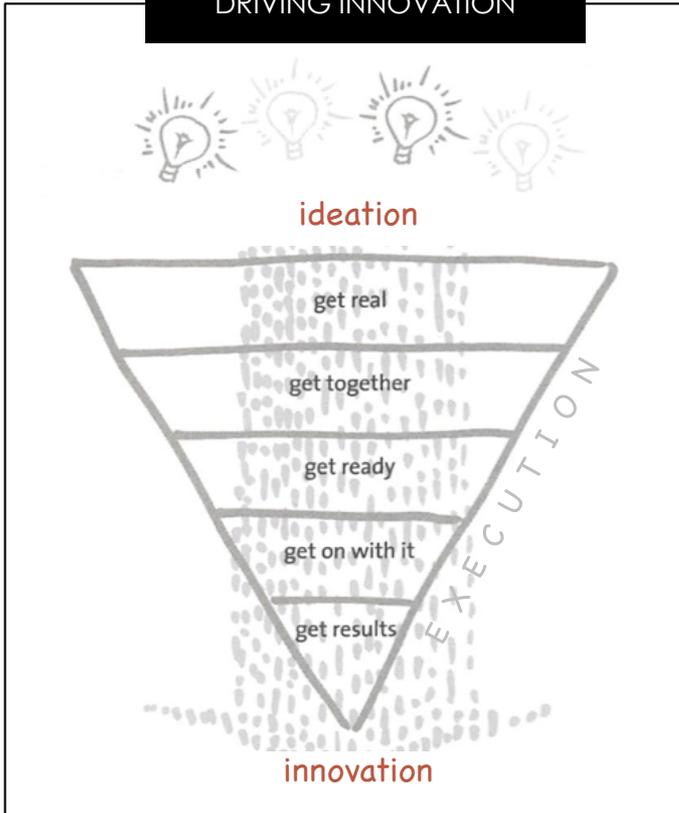
- **BUILDING MOMENTUM** and a "burning platform" for change within your workplace
- **FACILITATING** Ideation Workshops and strategic planning sessions
- **DISPELLING THE MYTHS** and fears relating to change
- **PREPARING** leaders and team members for the journey ahead
- **MORALE BUILDING** mid-stream to proactively manage change fatigue
- **POST-IMPLEMENTATION** review workshops
- **COACHING** project sponsors and key personnel throughout the change journey



# CHANGE

IDEATION. EXECUTION. INNOVATION.

## DRIVING INNOVATION



“JEN ADDRESSED MY TEAM IN THE AFTERMATH OF A LARGE COMPANY RESTRUCTURE THAT RESULTED IN 30% OF EMPLOYEES BEING MADE REDUNDANT. HER "DOWN-TO-EARTH" ATTITUDE COMBINED WITH HER PROFESSIONAL CORPORATE EXPERIENCE IS UNIQUE AND I CAN HIGHLY RECOMMEND HER FOR PRESENTATIONS THAT REQUIRE THOUGHT PROVOKING HIGH IMPACT.





“

JEN HELPED TO FOCUS OUR BUSINESS ON THE OPPORTUNITIES AND CHALLENGES IN WORKING TO ACHIEVE GENDER BALANCE AT SENIOR EXECUTIVE LEVEL. WITH HER EXPERT ADVICE, THE LATEST RESEARCH AND BEST PRACTICE EXAMPLES, WE HAVE BEEN ABLE TO DEFINE OUR STRATEGY AND AREAS FOR DEVELOPMENT IN THE DIVERSITY SPACE.



## STOP!!!

Before you even contemplate hosting your own conference or executive forum... think again!

Just one thing matters more than anything else when it comes to events and meetings: keeping participants engaged and on track.

When staging an important event – large or small – where the stakes are high and outstanding results are a must, you really can't go past Jen as your professional facilitator.

- **CONFERENCE MC** Jen is a fun yet focused professional host with an exceptional attention to detail. You can rest easy knowing the day will run smoothly, the inevitable issues will be dealt with swiftly and professionally (usually without you even knowing), the audience will have a great experience and the speakers (yes, the speakers!!!) will be kept on track.
- **PLANNING MEETINGS** Over two decades working with blue-chip organisations, Jen has facilitated countless strategic planning workshops, focus groups and stakeholder forums. She can work with your methodology and approach, or supply one for you. Options range from facilitation only, to pre-planning and prep, through to formally documenting key outcomes.
- **EXECUTIVE RETREATS** Strong personalities, busy leaders, tight schedules and over-crowded agendas. Sound familiar? Executive retreats are a significant investment in time and money. To maximise the return on this investment, you must outsource the daily minutia to Jen and free up you and your team to participate fully in the working sessions and – more importantly – in the breaks when the real debate takes place!

# FACILITATION

CONFERENCES. MEETINGS. RETREATS.

“

JEN DALITZ WAS THE MASTER OF CEREMONIES AT OUR FLAGSHIP GROWTH SUMMIT EVENTS IN MELBOURNE AND SYDNEY. WITH A LINE UP INCLUDING JIM COLLINS (*GOOD TO GREAT*) THIS WAS OUR LARGEST EVENT YET, AND WITH 4,000 BUSINESS LEADERS IN ATTENDANCE THERE WAS A LOT ON THE LINE! JEN WAS ABSOLUTELY COMMITTED TO THE SUCCESS OF THE EVENT AND KEPT THE DAY ON TRACK BY TRANSITIONING SPEAKERS AND ADAPTING AUDIENCE DIRECTIVES AS THE DAY UNFOLDED. HER ATTENTION TO DETAIL, PERSONALISATION AND PREPARATION FOR THE EVENT ENABLED ME TO RELAX AND ENJOY THE DAY.



“

JEN DALITZ IS AN ABSOLUTE PROFESSIONAL IN EVERYTHING SHE DOES – SHE IS A FABULOUS SPEAKER, AWESOME MC AND IS EXCELLENT AT INSPIRING ALL OF US TO ACHIEVE ANYTHING WE ARE PASSIONATE ABOUT. HER KNOWLEDGE OF THE BUSINESS ENVIRONMENT, STATISTICS AND TRENDS IS COMMENDABLE, INTERESTING AND EXTREMELY VALUABLE. I HIGHLY RECOMMEND HER.





“ I HAD SOME BIG AND SMALL DECISIONS TO MAKE AND JEN BROUGHT A BROADER VIEW TO OUR DISCUSSIONS WHICH CHANGED WHAT I HAD PRESUMED THE OUTCOME WOULD BE. HER COACHING WAS THOUGHTFUL AND CHALLENGING AND BASED ON A WHOLE PERSON APPROACH IN AND OUT OF WORK. I HAD THE CONFIDENCE TO CHANGE THINGS THAT WERE NOT WORKING FOR ME AND BE OPEN TO FINDING THE ANSWERS, MYSELF. I WOULD ENCOURAGE ANYONE WHO IS TRYING TO FIND THE TIME AND CLEAR HEADSPACE TO MAKE PERSONAL AND PROFESSIONAL DECISIONS TO BOOK IN WITH JEN.  
- SENIOR EXECUTIVE, INSURANCE INDUSTRY

“ THE PERSONAL ONE-ON-ONE APPROACH, OPEN DISCUSSIONS ABOUT THE CHALLENGES I WAS FACING AND THE FACT THAT JEN WAS SO EASY TO TALK TO, MADE IT A WONDERFUL EXPERIENCE. JEN'S APPROACH WAS OPEN, WARM, FRIENDLY, HONEST AND EMPATHETIC, YET SHE STILL FOCUSED ON THE TASK AT HAND TO GIVE ME CHALLENGES, TO ASK ME QUESTIONS OF SELF EVALUATION AND TO GIVE ME THE CONFIDENCE TO GIVE IT ALL A GO.  
- EXECUTIVE MANAGER, GOVERNMENT AGENCY

“ JEN HAS AN UNCANNY ABILITY TO BRING OUT THE BEST IN YOU – A TRULY EXCEPTIONAL COACH AND LEADER. REALIZING THAT SHE IS AS COMMITTED TO YOUR SUCCESS AS YOU ARE CREATES AN EXHILARATING ENERGY AND INSPIRES ACHIEVEMENT AND EFFICIENCY.  
- PROJECT MANAGER, FINANCIAL SERVICES

# COACHING

ACCOUNTABILITY. ADVOCACY. ACHIEVEMENT.

Have you considered backing up your strategic planning or team development program with individual or group coaching sessions?

Coaching can **AMPLIFY THE OUTCOMES** of your team and mitigate against change fatigue. By offering personalised support, your team members can grow in confidence, experience greater job satisfaction and go further, faster.

Jen is a **CERTIFIED COACH** with the Institute of Executive Coaching and Leadership and is ideally placed to guide your team members through the most challenging of transitions, be they personal or professional.

Jen brings over 20-years of leadership experience in global firms, in the Boardroom, and as entrepreneur and founder of three startup businesses in the online, consulting and agricultural sectors.

She really understands the challenges and distraction of change; and the advantage coaching can provide in overcoming these challenges to deliver breakthrough performance.

How does it work? Well that is entirely up to you, here are just a few suggestions:

- **DURING PRE-PLANNING**, coaching is an ideal opportunity for individuals and teams to identify and articulate the key challenges, trends, issues or behaviours that are inhibiting peak performance;
- **IN THE LEAD-UP**, change champions can access coaching sessions to formulate key messages or the “why” for engaging their people in the journey. This is especially relevant for strategic planning and change project kickoffs;
- **IMMEDIATELY AFTER** a strategy session or professional development, coaching is the perfect medium for embedding the key learning points and beginning the transformation process. Indeed, without coaching at this point, there is a good chance very little will change!
- **AS A CHECK-POINT** after adequate time has elapsed for action steps to begin. This effectively provides a combination of both autonomy and accountability to participants, while ensuring support is at hand to overcome challenges as they arise.

“ I LOVE JEN'S NO NONSENSE APPROACH, SHE IS VERY STRAIGHT TALKING AND MAKES ME THINK ABOUT WHAT AND MORE IMPORTANTLY WHY I AM DOING THINGS. WORKING WITH JEN HAS MADE ME A BETTER BUSINESS PERSON AND HAS ENABLED ME TO FOCUS MORE CLEARLY ON RESULTS AND ACHIEVING THEM. I'D RECOMMEND JEN TO ANYONE WHO IS LOOKING TO GET RESULTS.  
- MANAGING DIRECTOR, RETAIL SECTOR

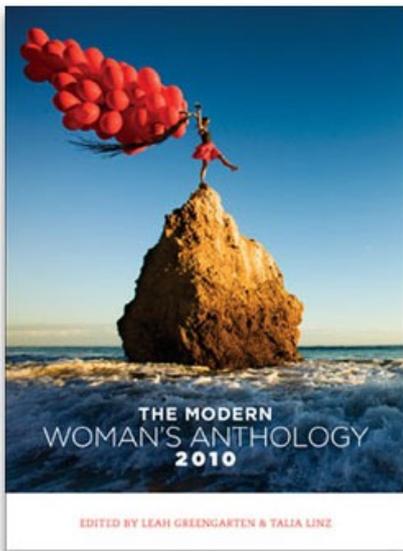
“ JEN HAS PROVIDED ME SOME PEARLS OF WISDOM AND SHE HAS REALLY CONTRIBUTED TO MY PROFESSIONAL DEVELOPMENT. HER WEALTH OF EXPERIENCE ALLOWS HER TO PROVIDE INSIGHTS ON BUSINESS SITUATIONS THAT ARE TRULY SPOT ON AND RELEVANT. I HAVE HAD NUMEROUS BUSINESS SCENARIOS WHERE JEN HAS PROVIDED CLARITY AND SUPPORT TO ME. I ALWAYS LEAVE OUR SESSIONS WITH A MORE POSITIVE MINDSET, FEELING INSPIRED AND SUPPORTED BY HER EXTERNAL PERSPECTIVE.  
- GLOBAL EXECUTIVE, FINANCIAL SERVICES

“ JEN IS A HIGHLY ENGAGING COACH, SHE HAS A GREAT EYE FOR DETAIL AND IS NOT AFRAID TO CONFRONT OR CHALLENGE YOUR THOUGHT PROCESS OR APPROACH. JEN SHARED HER EXTENSIVE INSIGHT AND PROVIDED A ROAD MAP TO ACHIEVE FUTURE OUTCOMES AND GOALS.”  
- SALES MANAGER, RETAIL SECTOR



# AUTHOR

BOOKS. BLOGS. COMMENTATOR.



# ideas

original perspectives on life and business from leading thinkers *Volume 3*

#### CONTRIBUTING THOUGHT LEADERS

MATT CHURCH • JENNIFER DALITZ • ROHAN DREDGE • SHELLEY DUNSTONE • MO FOX • IVEN FRANCI • JAMES GILLESPIE • ANDREW HORSFIELD • NEEN JAMES • MARK JONES • IRENE VAN DER DOES DE WILLEBOIS • HELEN MACDONALD • MARTIN MULCARE • KAREN NELSON • TOM PARKER • GIHAN PERERA • CRAIG RISPIN • NIKHIL RUGHANI • GLEN RYAN • LIBBY SANDER • SCOTT STEIN • LINDSAY TIGHE

Jen Dalitz is the author of *Little Wins for Working Women* – a motivational desktop companion for thousands of working women across Australia – and a contributing author to *Ideas Volume 3* and *The Modern Women's Anthology*.

Jen blogs on women, work and leadership at The SheEO Blog and JenDalitz.com and is a guest contributor on many other sites.

A regular business commentator across print, television and digital media, Jen is an enthusiastic provocateur on issues relating to women, work and leadership.

PR friendly and business savvy, Jen is always happy to support your event promotion with appearances or commentary.



## MAKING CHANGE HAPPEN

A PROCESS TO NAVIGATE CHANGE AND EXECUTE WITH EASE

The only constant in life is change. Not a day passes without the prospect of new challenges and opportunities, each of which involve a transition from one state to the next.

Although change is necessary for achieving our goals, it begins a pressure process that instigates the body's stress responses. To navigate any change in a sustainable way, and realise the full potential of any transition, this pressure must be balanced with appropriate release mechanisms.

This presentation will bring clarity to those complex situations you face, enabling difficult decisions to be made with confidence and execution to be achieved and sustained over the long term.

This talk leaves the business jargon at the door as Jen balances her corporate and consulting experiences against her lessons of the land. With a heavy dose of common sense, the content is applicable to any challenge you may be facing – in work or life.

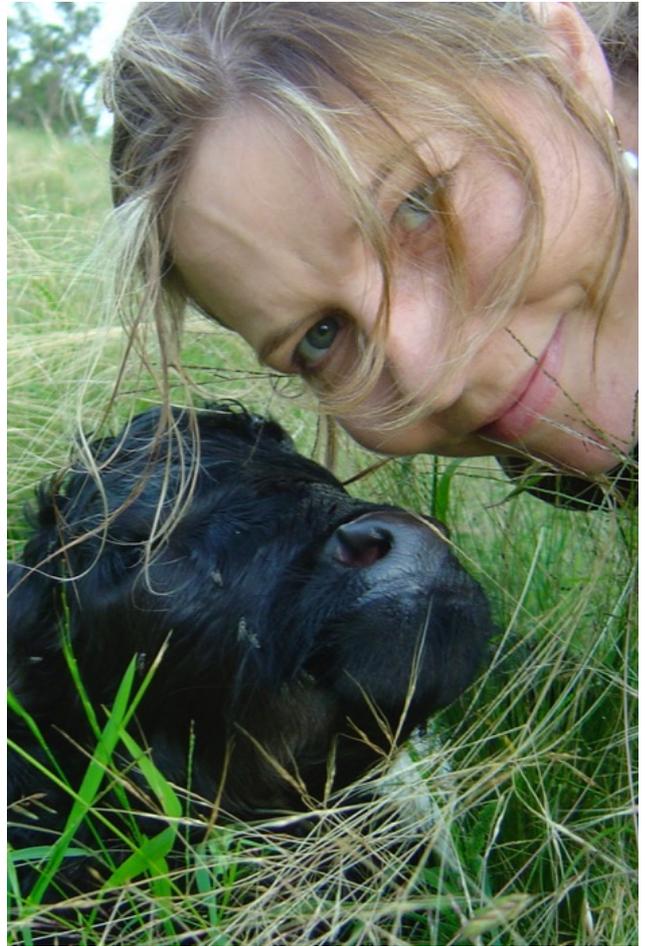
Fun. Thought provoking. A new way to view and respond to the challenges that come your way.

**Format:** Keynote Presentation or Interactive Workshop

**Themes:**

Change Management – Team Building – Problem Solving –  
Decision Making – Risk Management – Resilience

**Ideal Audience:** Anyone & everyone!



# SPEAKING TOPICS

KEYNOTES. WORKSHOPS. TRAINING.

## FOLLOW TO LEAD

HOW TO SUCCEED BY HARNESSING THE POWER OF FOLLOWERSHIP

Leadership is a topic that gets a lot of airtime. In a career it's something to aspire to. In business it's something we devote a lot of resources to. And it really isn't working.

Why? Because the traditional leadership model is broken. Obviously, a leader will only succeed if people choose to *follow*. And, the success of followers is inextricably linked to who they choose to *follow*, or not. And, customers who *follow* are key to sustainable profitability.

This is about how to create a following, how to flourish as a follower, and how followership translates into success across all aspects of business and life.

**Format:** Keynote Presentation or Workshop

**Themes:**

Leadership – Team Building – Delegation – Career Management –  
Business Strategy - Customer Loyalty & Retention

**Ideal Audience:**

Those leading teams or reporting to a leader  
Large or small business, across any industry  
Employees or business owners

## STRATEGY IN A DAY

HOW TO BUILD A STRATEGIC PLAN IN JUST ONE DAY!

The goal posts are constantly shifting. What gave you the edge yesterday may not keep you there tomorrow. That's why every business and every team needs a clearly defined strategic plan, broken down into the action steps, to set the stage for success.

A full day facilitated workshop to guide your team through the process, from setting the vision to execution. Can be targeted to your overarching corporate strategy, or your business unit plan, or gender diversity.

“

JEN WILL TOUCH THE REAL LIVES OF THOSE PRESENT, NO MATTER HOW MANY OTHER SPEAKERS THEY HAVE HEARD IN THE PAST.



# ENABLING GENDER DIVERSITY IN THE WORKPLACE

There is a war for female talent being waged across corporate Australia, and it's here to stay. Winning organisations understand the economic and social benefits of gender diversity, and this is fuelling an unprecedented demand for skilled female talent.

Whether you're recruiting or developing your female talent pool, or simply trying to prevent women in your workplace from being poached by competitors, you'll need to respond with a clear and decisive strategy to drive action and definitive outcomes.

BUILD YOUR OWN WORKSHOP AGENDA, KEYNOTE BRIEFING OR COACHING PROGRAM FOR LEADERS FROM THESE MENU OPTIONS:

- **The business case:** How to quantify and capitalise on the financial and other benefits of gender balance in your workplace
- **The female economy:** How to apply a feminine lens and tap into the female economy for competitive advantage in your business
- **Diversity at work:** Harnessing the benefits of cognitive diversity for increased creativity and innovation in teams.
- **Common challenges:** Addressing the glass ceilings, sticky floors, "gender asbestos" and other local and global trends impacting the advancement of women in business and leadership roles
- **Building the pipeline:** A process to find, develop and keep the best women on your team
- **Measures and Markers:** Merit, quotas, targets and other governance structure for reporting and managing the gender mix
- **Unconscious bias:** Deconstructing the traditional model of leadership, the ideal worker, linear career paths and yesterday's job descriptions to open up opportunities for women
- **Rewards & Recognition:** Understanding the gender pay gap, how it manifests and how to level the playing field with appropriate rewards and recognition
- **Supporting advancement:** The role of mentoring, sponsorship and coaching for women in your business
- **Flexibility:** Conversations men and women must have about flexible work practices and arrangements, and how to plan for and implement flexibility within the business
- **Managing transitions:** Off-ramping, on-ramping and advancement strategies for women on a non-linear career path
- **Working together:** The critical roles that men and women each play in the advancement of women in business
- or talk with us about adding a topic of your choice....

# GENDER TOPICS

CHOOSE YOUR OWN ADVENTURE!

## OPTIMISING CAREER OUTCOMES FOR WOMEN

For conference organisers offering professional development opportunities for women; or for organisations committed to finding, developing and keeping the best women on your team:

A unique opportunity to tailor a program specific to your needs and strategic objectives, with topics developed around the growing body of research into the key challenges, success factors and advancement strategies for women in business and leadership.

Can be developed for female-only or mixed gender audiences; and for in-house events or open conferences.

BUILD YOUR OWN WORKSHOP AGENDA, KEYNOTE BRIEFING OR COACHING PROGRAM FOR WOMEN FROM THESE MENU OPTIONS:

- **Focal Points:** What are the common traits of successful leaders and followers and how do they align with your own working style and goals?
- **Your Career Asset:** Your career is an asset into which you will invest your time, energy, passion and even your savings. Are you planning and managing it in a way that will deliver the best outcome for you?
- **The Early Days:** Building your career foundation and overcoming early challenges to establish your career and set yourself up for future success
- **The Long Run:** A framework to build resilience, bolster confidence, evaluate opportunities and make sound choices
- **The Leadership Journey:** For those aspiring to leadership roles, what are the behaviours and strategies most likely to get you there?
- **Career Anchors:** Applying your value drivers and core strengths to establish career goals and assess opportunities
- **Work-life balance:** The role of goal setting, prioritization, delegation and resolve in finding the balance you need and want
- **Selling Brand You:** Tips for negotiating the payrise and promotion you deserve
- **Mentor Me:** Fast tracking your career through the power of mentors and sponsors
- **The Networking Advantage:** How to leverage your networks to multiply your productivity and amplify your results
- **Winning Transitions:** Tips for managing promotions, lateral moves and role restructures
- or talk with Jen about adding a topic of your choice....



- 1. YOU FIRST.** Jen is indisputably one of the most polished speakers in her field, and is still completely flexible and adaptable. She will always start with your needs in mind, and adapt content to your brief, instead of just reeling off another rote-learned performance.
- 2. IMPACT.** The whole point of engaging a speaker is to leave a lasting, positive impression. Jen's unique language, anecdotes and references are deliberately relatable and undeniably different, demanding the audience's attention and staying in their memories long after the event.
- 3. FUN.** There's a lot of pressure in the business world today. A lot invested in your event. And a lot riding on the outcome. Jen has unbelievably high standards and will do the work to make your event a success. At the same time, she knows that conferences are the time and place for fun-based learning. You can expect a lot of laughter, interaction and positive energy all 'round.
- 4. FRESH.** Having recently returned to the speaking circuit after a period in contract executive roles and on sabbatical at her farm, Jen has fresh new content and a presentation style unlike any other speaker in Australia.
- 5. EASY TO WORK WITH.** As you might expect with her country upbringing, Jen is straightforward, affable, approachable and – above all – hard working. Perhaps this is why her clients continue to engage and recommend her, over and again.

To view Jen in action visit [www.jendalitz.com/speaking](http://www.jendalitz.com/speaking)

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LUCKY ENOUGH TO ARRIVE EARLY AT A MAJOR CONFERENCE, I FOUND MYSELF ENJOYING THE COMPANY OF JEN OVER A CUP OF COFFEE. IT WAS NOT UNTIL SHE APPEARED ON THE STAGE TO PRESENT LATER ON THAT MORNING THAT I DISCOVERED SHE WAS AS ENGAGING IN A ONE-ON-ONE SITUATION AS SHE IS WHEN PRESENTING TO A LARGE AUDIENCE. PERSONAL ANECDOTES CLEARLY CONVEYED COMPLEX MULTI-LAYERED MESSAGES. IT'S A REAL PLEASURE TO BE IN HER COMPANY!



“

THANKYOU JEN FOR SPEAKING AT OUR WOMEN'S NETWORK EVENT IN MELBOURNE. YOUR PRESENTATION GAVE OUR ATTENDEES A GREAT INSIGHT INTO THE ISSUES WOMEN FACE WITH ADVANCING IN THEIR CAREERS AND YOUR PRACTICAL ADVICE AND STRATEGIES ON HOW TO DEAL WITH THIS WERE RELEVANT AND INSPIRING.



## WHY JEN?

Of all the brilliant motivational speakers, coaches and bright business minds out there, why choose Jen Dalitz?

As you can see from the testimonials, Jen has a broad array of clients from different industries and sectors, many of whom are long term repeat customers. They enjoy working with Jen, and here's what you can expect if you do too:

# WHY BOOK JEN

MEMORABLE. IMPACTFUL. FUN.



“

JEN IS A FANTASTIC SPEAKER AND IN ADDITION TO BEING A BUSINESS CONSULTANT, KEYNOTE SPEAKER AND AUTHOR, SHE HAS SET UP A GREAT BUSINESS AS A SPECIALIST IN THE ISSUES WOMEN FACE IN ADVANCING TO LEADERSHIP POSITION. I CANNOT RECOMMEND HER HIGHLY ENOUGH AS A MOTIVATIONAL SPEAKER WITH REAL SUBSTANCE.



“

JEN'S PRESENTATION ON 'THE ART OF NEGOTIATION' WAS ENGAGING, BASED IN SOLID THEORY AND RESEARCH FINDINGS, AND PROVIDED OPTIONS AND SOLUTIONS WHICH WERE REALISTIC AND PRACTICAL. THE IMPACT OF JEN'S PRESENTATION HAS BEEN LONG LASTING, OFTEN REFERRED TO BY THE PARTICIPANTS, AND HAS MOTIVATED THEM TO TAKE ACTION. I WOULD HIGHLY RECOMMEND JEN AS A SPEAKER WHO INVOKES ENERGY, PURPOSE AND MOTIVATION IN HER AUDIENCE.



## BOOKING JEN

AS YOU MIGHT EXPECT, BOOKING JEN IS EASY!

TO ENQUIRE ABOUT JEN'S AVAILABILITY OR TO BOOK HER FOR YOUR NEXT TEAM EVENT, SIMPLY CONTACT THE OFFICE AND ARRANGE A BRIEFING CALL TO NEEDS ANALYSIS. ONCE YOUR NEEDS ARE CLEARLY UNDERSTOOD, WE CAN GET THE BALL ROLLING RIGHT AWAY.

SO COME ON... LET'S DO THIS!

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