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About

Services

Our Work

Contact

Dynamic solutions for age old problems

Welcome to Navig8, the global agency of change

We identify, manage and guide people and culture changes that improve business efficiencies and commercial results for long term sustainable change.

We are a return on investment company, partnering with local and global organisations for [over 14 years](#).

See how we have [done it for others](#), or talk to us about how [we can do it for you](#)

“Navig8: to direct, manage or guide a company on its course”



Management
Consultancy



Bespoke Training
& Coaching



Strategic Change
Management & Facilitation



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About Navig8

Services

Our Work

Contact

FOUNDATION
HOW WE WORK
PEOPLE

For us, it starts with you

Navig8 mobilises people to drive specific outcomes across diverse industries and segments to deliver a competitive edge for their business. We start with the end in mind: your efficiency, growth and profits.

We work with people, because it is the people in the business and the way they work operationally and with each other that can lead to success or failure.

By integrating and participating within your business, we engage people at every level to drive effective and positive change. In this way, we fully understand the specific outcomes you need and then tailor a bespoke solution that empowers and mobilises your people to achieve the results.

Simple really.

We are passionate about working with authentic leaders who actively seek to empower others and create an engaged company which is sustained from the ground-up. We know that positive change is only worthwhile when it is embedded in the business and continues to drive further improvement.

Our mission at Navig8 is to enable positive change that lasts.



We measure our own success by the sustained improvements and efficiencies that allow our clients to grow and continue to improve their bottom line.

> [Our Foundation](#)

> [See how we work](#)

> [Meet our specialists](#)



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About Navig8

Services

Our Work

Contact

FOUNDATION

HOW WE WORK

PEOPLE

Foundation

Navig8 was founded in 2013 to provide a holistic approach to effective change and profitable growth for our clients.

The Navig8 business was born out of **Epoch Australia**, established in 1999 by [Michael Morgan](#) to coach senior executives and their high end sales teams in building efficiencies and improving performance for better business outcomes.

With the addition of [Louise Eiseman](#) to the management team, Epoch Australia took on a broader remit in corporate soft skills training, business coaching, strategic planning and project management.

In 2012, we reviewed our own business, taking the time to listen to what our clients most valued about our service. We learned that they viewed us as a business advisory group with valuable skills in business analysis, resource planning and stakeholder engagement.

Working with our brand consultants [uberband](#) we refined our brand positioning to actively embrace our specialism in management consulting, creating a new business offering as **Navig8**, with a more holistic approach to client challenges.

A talented team of [consultants](#) add strength and diverse industry experience to complete our proposition for a new era.

Navig8 is an Australian based global agency of change, created to direct, manage and guide a company on its course.



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About Navig8

Services

Our Work

Contact

FOUNDATION

HOW WE WORK

PEOPLE

We challenge you to think differently

At Navig8 we question our clients' view of their business. We believe in asking how things should be, not just how they currently are.

By challenging the status quo, we deliver the ultimate payoff for your business – your empowerment to achieve change and to ensure the perpetuation of your ongoing success.

We start by looking at the [strategic level](#) to remove the clutter and noise that restricts positive change. Then we carry out a deep research 'reality check' with your teams, suppliers and stakeholders. This uncovers the problems rather than the symptoms and establishes the true starting point for improvement.

The process makes difficult changes possible for every client, allowing you to understand your issues from a different perspective. It creates a positive and enabling experience that results in real and tangible change for your business.

Navig8 draws on the diversity, strength and expertise of a [leadership team](#) with deep track records in empowering creative thinking and affecting change. Over many years and multiple industries, the Navig8 team has developed a suite of holistic models and solutions that are tried and tested and yield results.

By walking in your shoes, we can help modify ingrained behaviours and empower people at every level, to do things differently.



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About Navig8

Services

Our Work

Contact

FOUNDATION
HOW WE WORK

PEOPLE

A talented team

Navig8 brings together an experienced team where dynamic ideas and intelligent solutions are second nature.

Our foundation working as [Epoch Australia](#) allowed us to experience a wide range of clients and business challenges. It taught us that facilitating business improvement for sustainable and profitable growth requires a combination of management consultancy, soft skills training & coaching and specific change management strategies.

We created Navig8 to respond to this demand and provide a holistic service to every client.

The Navig8 team combines these three key strengths with a collective business knowledge and operational agility to create measurable value for our clients.

Michael Morgan

Louise Eiseman

The Team





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[About Navig8](#)[Services](#)[Our Work](#)[Contact](#)[FOUNDATION
HOW WE WORK](#)[PEOPLE](#)

Michael Morgan, Director



Michael Morgan

Louise Eiseman

The Team

Michael Morgan is driven by people and their behaviours, challenging his client's to discover new paradigms for success.

Michael created Epoch Australia in 1999 to help executives move their business lives in the right direction and to transform poorly performing sales teams into highly performing and cohesive sales teams. Now in Navig8, he continues to work his magic with senior executives and senior sales professionals to ensure their strategic intent is understood and change is embedded at all levels of the organisation.

His expertise spans; Sales Performance, Executive Coaching, High Performance Team Building, Facilitation and Corporate Soft Skills Training.

Through his study of Human Typology, Michael works on a person's emotional intelligence, to shift old and entrenched behaviours at a professional in the corporate environment.

Michael Morgan has a gift that allows him to enrol his audiences through his knowledge and vocal skills and is one the leading Keynote Speakers in the market today.

He successfully integrates conscious and unconscious drivers such as: NLP (Neuro Linguistic Programming), Clare Graves World Views, DISC Behavioural Analysis, Myers Briggs Type Indicator, Robert Dilts Meta Programs "Advanced Behavioural Modelling (Wyatt L. Woodsmall, PhD), Determination Psychology (Willpower, Resolve, Purpose)

[READ MORE](#)

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About Navig8

Services

Our Work

Contact

FOUNDATION
HOW WE WORK
PEOPLE

READ MORE

Michael Morgan: Experience

Michael has been driving teams and individual performances for the past 14 years in Australia, South East Asia, Europe and the United States.

Prior to his management consulting career, Michael spent 18 years in the High Performance Sales arena at the coal face, Management and Executive levels. His career path has been across industries such as Insurance, Finance, Exporting, Property Development and other Entrepreneurial Business Concepts.

He works with companies such as Novartis, Macquarie Bank, The Consulate of Malaysia, AMP, PWC PricewaterhouseCoopers, SITA Australia, Hewlett Packard, Qantas Airlines, Barclays Bank, Merrill Lynch and the NSW Local Government to name a few.

Michael was recently invited by the wife of the prime Minister of Malaysia, to present a keynote speech at the prestigious 1st Women in Business Convention in Malaysia in 2012. His major presentation was the Alchemy of Leadership which showcased the key leadership attributes of the Top 30 Entrepreneurial Women in Australia

His insightful and high impact keynote presentations have kept him in constant demand as a thought leader in his profession for over 14 years. He has spoken internationally throughout South East Asia, America and Europe.





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About Navig8

Services

Our Work

Contact

FOUNDATION
HOW WE WORK
PEOPLE

Louise Eiseman, Director



Michael Morgan

Louise Eiseman

The Team

Louise Eiseman is an exceptional Change Management specialists, expert in cultural transformation, vendor / client relationships and strategic planning.

Her track record demonstrates increased revenue and cost saving for a corporate client base as well as consistently successful implementation and outcomes on divisional projects.

Louise conducts a rigorous analysis on the company's current state to determine their readiness for the change. From this she engages with all stakeholders to identify the gaps that require attention to ensure the successful implementation of the project at hand.

Louise has extensive experience developing engagement frameworks for difficult and complex problems that organisations experience internally or externally. She works closely with her clients to develop the goals and strategic intent for the business, followed by the provision of solid methodologies and engagement tools.

Critical to the success of the change is the ability to facilitate open channels of communication with all stakeholders which Louise is well equipped to do. Louise empowers clients to develop and grow their business through her strategic planning processes.

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About Navig8

Services

Our Work

Contact

FOUNDATION
HOW WE WORK

PEOPLE

READ MORE

Louise Eiseman: Experience

Louise is an experienced Change Management specialist, most recently working as Director of Epoch Australia, specialising in cultural transformation, vendor / client relationship development and strategic planning.

During her 13 years as a consultant, she has achieved great success and lasting change with her clients through her highly targeted methodologies and personalised service, developed for each client she works with.

She credits her previous career at ABC as a senior researcher and writer for TV series and documentaries, for her deep analytical skills and experience in developing communications, strategic plans and process documents that her clients can understand and engage with.

It is Louise's collaborative approach with all stakeholders that enables them to engage on a journey of sustainability and growth. Her clients include; Macquarie Bank , Mitsubishi Development, AMP, Commonwealth Bank, Act Today (CRMS) , Australian Life Insurance, Pacific Premium Funding, St George Bank, The Leading Edge, CXC





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About Navig8

Services

Our Work

Contact

FOUNDATION
HOW WE WORK

PEOPLE

Consulting Team

Andrew Way

> [Contact Andrew](#)

Andrew Way has enjoyed a varied career path in a multitude of organization structures and a diversity of cultures, providing an interesting insight into organizational management and personnel motivation.

Andrew has exceptional talents in closing the gap between the public and private sectors. His keen insights in strategic thinking led him to create The World Infrastructure Forum hosted by the Indonesian Government and again the Indian Government. He was appointed an Expert Group Advisor to the United Nations Economic and Social Commission Asia Pacific (UNESCAP) and was a guest speaker at the United Nations University in Tokyo and at the APEC Finance Ministers Conference in Santiago Chile.

Gary Lloyd

> [Contact Gary](#)

Garry Lloyd is a Management Consultant and Enterprise Architect. He is a graduate of Harvard Business School and one of the dual winners of the 2010 LG Strategy competition.

Having worked with many corporations on consulting and field-based projects combined with a more personal experience gained from founding a number of green field start-ups, Garry is considered an expert on operational strategy and technology. With so many Governments working towards transparency, Garry is in demand around the world being invited to address Government agencies, speak at conferences, consult, guest lecturer and author whitepapers.

Shane Fitzgibbon

> [Contact Shane](#)

Shane Fitzgibbon is an accomplished goal-orientated manager with over 25 years experience and a proven ability to develop and implement strategies that support business and financial objectives.

He has developed a skill set of working with senior management to install and implement change processes as well as sales management systems.

Over his career, he has owned and operated a number of successful commercial businesses with bottom line P&L responsibility, including a skin care manufacturing firm. He has experience in the delivery, management and implementation of various client sales development projects.

Michael Morgan

Louise Eiseman

The Team



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About Navig8

Services

Our Work

Contact

MANAGEMENT CONSULTING
TRAINING & COACHING
CHANGE MANAGEMENT

Our services

Our full customised service model now incorporates; management consulting, soft skills training & coaching and strategic change management facilitation solutions.

[Management Consulting](#)

Your business depends on stakeholder engagement for day-to-day operations and growth. Navig8 will challenge your status quo to remove barriers for success. We help you align your limited resources against the required activities and support the change at every stage of your business cycle. [Read more](#)

[Soft Skills Training and Coaching Solutions](#)

Our bespoke approach ensures the training and coaching is targeted and specific to the required competencies that are needed to deliver sustainable results. Our master facilitators have the ability to shift entrenched behavioural practices to give your management team greater control, long-term results, better use of resources and engagement at all levels. [Read more](#)

[Strategic Change Management and Facilitation Solutions](#)

Whether the impetus for change comes from internal or external pressures, the success of any change program rests on the ability to effectively communicate and engage with all stakeholders. We **tailor make** our engagement frameworks to effectively transition and transform both your operational and strategic business capacity and capability. [Read more](#)

It is by partnering with you in a symbiotic manner that we enable long term sustainable change for your business

> [Management Consulting](#)

> [Training & Coaching](#)

> [Change Management](#)



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About Navig8

Services

Our Work

Contact

MANAGEMENT CONSULTING

Directing the Business

TRAINING & COACHING

CHANGE MANAGEMENT

Management consulting

We help businesses identify and overcome barriers to business growth and achieve profitable outcomes in new and existing markets.

We ensure that clients focus on measurable activities and align resources to create efficiencies in their deliverables.

From the moment we begin working together, we are committed to providing a very personalised experience. We are involved; we share the ownership and believe in the outcomes.

It is our collaborative culture that combines with and underpins our suite of solutions, models and services to drive your business towards sustainable profitable growth and a competitive edge.

Navig8 management consulting services include:

Business planning
Strategic planning
Management consulting
Project management
Business Analysis

Innovation workshops
Value based management
Partnerships and alliances
Resource engagement
Stakeholder engagements

NEGOTIATION SKILLS:

New case study TBC

“Great awareness, good practical skills and style to implement in various scenarios, industry or client type. Collaborative and interesting, respectful of experiences”

Mackies

[READ NEGOTIATION CASE STUDY](#)

About Navig8

Services

Our Work

Contact

MANAGEMENT CONSULTING

Directing the Business

TRAINING & COACHING

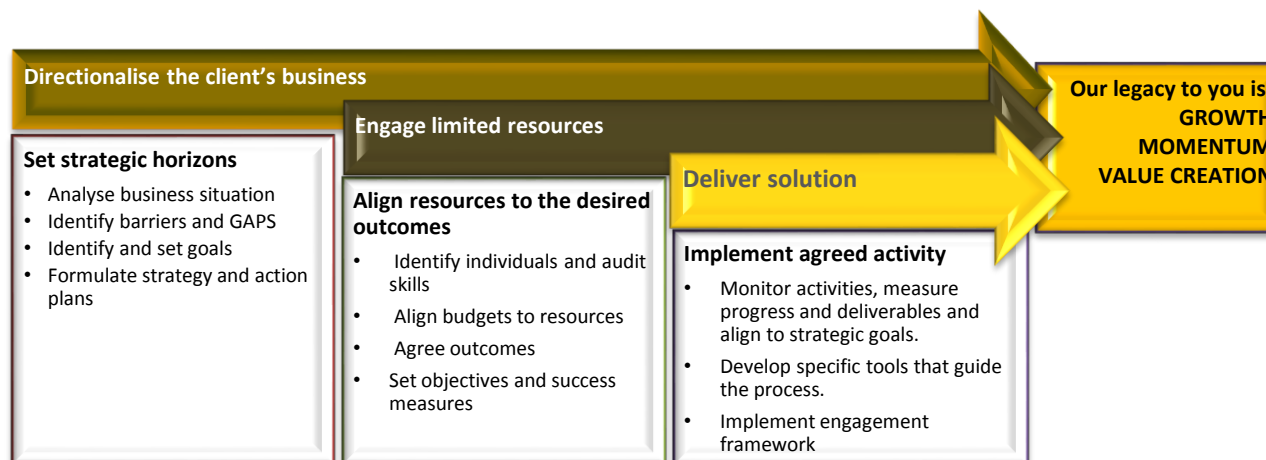
CHANGE MANAGEMENT

Directing your business

If you don't know where you're going, chances are you'll end up some place you'd rather not be.

1. Our main priority when initially consulting with a business is to identify and agree business objectives and longer term goals and any barriers to achieving them.
2. Next we identify the resources required to achieve these goals within a defined timeframe.
3. Finally, we set targets, measurement protocols and develop bespoke tools that will guide and drive the agreed program.

Louise – I think body text could contain a bit more detail and we drop the diagram – which just makes it fussy and complicated.





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About Navig8

Services

Our Work

Contact

MANAGEMENT CONSULTING

TRAINING & COACHING

Executive Coaching

CHANGE MANAGEMENT

Bespoke training and coaching

Integrating and sustaining growth in your business requires strong management and highly skilled sales teams with the right competencies and skill set.

Navig8 develops bespoke training programs and methodologies for both **consultative sales** and **retail sales** teams that are adapted to each unique circumstance, because when it comes to people, one size does not fit all.

Our master practitioners can shift even the most entrenched behaviours and practices that are disconnecting your teams from their customers and ultimately limiting their achievable results.

Our bespoke solutions address the delivery of those results to enable your leadership and broader team to meet expected KPI's and targets.

We achieve this by:

- Assessing existing skill competencies
- Developing a tailored framework for training or coaching
- Developing bespoke training programs and materials to achieve results
- Aligning and implementing a coaching program targeted to the current management skill gaps
- Measuring and monitoring the outcomes
- Transforming 'workforces' to 'high performing teams'

SALES GROWTH:

"My sales teams finished the course with a new confidence and our sales results have always continued to climb as a result, with a 150% increase in volumes in the last quarter"

Macquarie Adviser Services

[READ SALES GROWTH CASE STUDY](#)

[READ COLD CALLING CASE STUDY](#)



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About Navig8

Services

Our Work

Contact

TRAINING & COACHING

Executive Coaching

CHANGE MANAGEMENT

Executive coaching

Great leaders know who they are and what they stand for. They visualise their future and galvanise their aspirations into action.

Navig8 has deep experience in transitioning managers to leaders. We utilise the Socratic Method for self actualisation, to drive the individual's perceptions towards the fulfilment of their aspirations.

[Michael Morgan](#) mentors and coaches senior executives in the art of measuring, monitoring and interpreting the activities of their sales teams. He provides unique insight and strategy for senior executives to evaluate the appropriate quality, direction and quantity of the required activities to achieve outstanding results.

Our executive coaching methodology is the final piece, closing the gap from soft skills to results for authentic leaders.

Our methodology incorporates the following:

- Research the individual and team's background, skills, competencies, attitude and behaviour
- Develop tailored analysis on their next step requirements
- Develop a strategy to achieve the desired outcome of the coaching
- Commence in-field observation and instructional coaching
- Closely measure and monitor all activities with the individual/s



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About Navig8

Services

Our Work

Contact

MANAGEMENT CONSULTING
TRAINING & COACHING
CHANGE MANAGEMENT

Transition Processes

Facilitation Workshops

Proven change management

Navig8 is in an advantageous position to offer our clients access to a unique and proven change process.

Our main goal when approaching change management is to overcome resistance and affect an orderly transformation, by adopting a 'Benefits Realisation' approach.

It is unlikely that benefits will simply emerge from the introduction or adoption of change itself. The realisation must be carefully managed with a custom built framework for stakeholder engagement.

For organisations wishing to transition we have typically found [four interlocking management processes](#) (layers) that must take place to both implement and sustain major change. These processes operate at different levels and may involve different mindset or people in the organisational hierarchy.

Navig8 works with clients to embrace the need to evolve, survive and prosper. We hold [Facilitation Workshops](#) with the business, stakeholders, your customers, suppliers and staff to gain a strong understanding of the requirements of your market. We do this within a structured methodology and develop a plan that is initiated with you to meet your needs.

We can guide you to implement that plan and free up your time to concentrate on your immediate priorities while we make sure the company moves forward on the right path

CRM CHANGE MANAGEMENT:

"Given the tight time constraints and limited available resource to drive the change, I was delighted with the work that Louise did for us and it certainly met all my expectations"

Macquarie Adviser Services

[READ CRM CHANGE CASE STUDY](#)



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About Navig8

Services

Our Work

Contact

MANAGEMENT CONSULTING
TRAINING & COACHING
CHANGE MANAGEMENT

Transition Processes

Facilitation Workshops

Transition processes for change

There are four interlocking management processes (layers) that must take place to both implement and sustain major change:

The trigger layer: concerning the identification of needs and possibilities for major change. These are deliberately formulated in the form of opportunities rather than threats or crises.

The vision layer: establishing the future development of the organisation by articulating a vision or communicating this effectively in terms of where the organisation is heading.

The conversion layer: setting out to mobilise support in the organisation for the new vision as the most appropriate method of dealing with the triggers for change.

The maintenance and renewal layer: identifying ways in which changes are sustained and enhanced through alterations in attitudes, values, and behaviours so any regression back to familiar behaviours is avoided.

Navig8 has an extensive range of innovative models and services – all delivered with our unparalleled multi industry experience and knowledge that caters for your specific needs.



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About Navig8

Services

Our Work

Contact

MANAGEMENT CONSULTING
TRAINING & COACHING
CHANGE MANAGEMENT

Transition Processes

Facilitation Workshops

Facilitation workshops for change

Growth is not without pain.

The team at Navig8 has been facilitating client challenges in this space for over 14 years. Our problem solving models break down even the most difficult challenges into digestible components.

Our **facilitation workshops** engage and motivate stakeholders to understand the strategic vision, align their beliefs and attitudes and work in harmony to achieve success.

We work through and identify the range of issues that are holding the business back from achieving their desired growth, so we can simplify the task at hand.

Our highly experienced facilitators workshop the major challenges faced by your team in respect to:

- Conflict resolution
- Problem solving
- Strategic planning
- Innovation and creativity in your marketplace

We pre-brief and de-brief each session with our clients to ensure all requirements and achievable outcomes are met.

CULTURAL RECONNECTION:

“ It is always difficult to minimize the blind spot. The Navig8 team delivered a very good facilitation process. My expectations of your facilitation process is very great, now we enter the next phase”

Mitsubishi Development Australia

[READ CULTURAL CASE STUDY](#)

[READ VENDOR ENGAGEMENT CASE STUDY](#)



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About Navig8

Services

Our Work

Contact

COLD CALLING

Client	AMP Horizons
Client issue	The current BPM's were struggling to secure meetings with potential recruits.
Identified area for development	Improve the BPM's capacity to recruit potential people for their services, by securing an introductory meeting through telephone calls.
Navig8 solution	<p>We conducted a day's research, interviewing management and attending a sales meeting with all participants to listen and ask questions around their activities.</p> <p>We then conducted two, 2-day 'cold calling' workshops. These workshops provided in-depth technique development.</p> <p>The final half day was spent making live calls to their prospects in order to test the newly developed techniques.</p>
Client outcome	<p>Team 1: 11 Participants / Live Call Duration: 1.5 hrs. / No. of Meetings Secured: 52</p> <p>Team 2: 9 Participants / Live Call Duration: 1.5 hrs. / No. of Meetings Secured: 73</p> <p>The monthly target for meetings (22 per month) was secured within the first half hour of the new cold calling process.</p>
Testimonial	"We brought Michael into our business to improve our efficiencies in the cold calling arena. Across the whole 2 day workshop, Michael created an environment of 'anything is possible' through his high energy, unique and unconventional approach and worked so well with the team in breaking down the barriers which had been holding us back when it comes to picking up the phone and making that first call. The results we achieved were



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About Navig8

Services

Our Work

Contact

CRM CHANGE MANAGEMENT

Client	Macquarie Adviser Services
Client issue	New CRM implementation without a Change Management Plan.
Identified area for development	Change Management Plan required.
Navig8 solution	<p>To engage the CRM team across a number of divisions in the development of a change management plan which would impact over 100 sales reps.</p> <p>We worked with the CRM team to develop a detailed plan that included:</p> <ul style="list-style-type: none"> • An assessment of Current State and Future State • Change Specifications (incl. Organisation Readiness Checklist, Risk Assessment) • Change Methodology (Stakeholder Analysis) • Implementation Strategies (including Action Plans, Schedule of Activities, Communication Plan, Training Plan, Resistance Management Plan/Survey).
Client outcome	We completed the plan within the scoped 5 day period.
Testimonial	<p>“Louise Eiseman was engaged by Macquarie Adviser Services to assist us in developing a Change Management Plan relating to the introduction of a new Customer Relationship Management system and Sales Management tool.</p> <p>The scope of work was focused around the development of a Change Management document. Given the tight time constraints and limited available resource to drive the change, I was delighted with the work that Louise did for us and it certainly met all my expectations.”</p> <p><i>Peter Shepherd, Executive Director, Head of Distribution, Macquarie Adviser Services</i></p>



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About Navig8

Services

Our Work

Contact

CULTURAL RECONNECTION

Client	Mitsubishi Development Australia
Client issue	Cultural disparity in interactions between Global and Sydney Head Office.
Identified area for development	Cultural shift required for communication and engagement. Improve processes and protocols for company interactions.
Navig8 solution	<p>Having conducted a company-wide team building exercise, we facilitated a workshop at Mitsubishi's annual conference using our 4A Problem Solving model on the engagement issues which face the company.</p> <p>The outputs of this were distilled into 15 identifiable areas for development. Using our refinement process we finalised 7 critical projects for the company to implement. These projects were designed to reconnect the Global Head Office to the Local Head Office. These projects improved company interactions and communications and also improved the processes and protocols necessary for ease of engagement at both levels.</p>
Client outcome	Mitsubishi Development Australia successfully completed the 7 projects over a phased approach. Their relationship with Global Head Office improved to a new level of transparency and mutual respect.
Testimonial	<p>"It is always difficult to view ourselves in an objective manner, to identify and admit our weaknesses, to find alternatives and to set up new and appropriate systems and to work with them. It is always difficult to minimize the blind spot.</p> <p>During our internal conference, the Navig8 team delivered a very good facilitation process. As we kept saying to you; we did not want to be given the answer, we wanted to create, understand and find the answer ourselves.</p> <p>In all of the above contexts, my expectations of your facilitation process is very great, now we enter the next phase.</p> <p style="text-align: right;"><i>Kirk Yamanaka, CEO, Mitsubishi Development Australia</i></p>



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About Navig8

Services

Our Work

Contact

NEGOTIATION SKILLS

Client	Mackies
Client issue	To improve the skill set of Mackies' staff in the sales negotiation process.
Identified area for development	Drive true value into the business for the customer and employees.
Navig8 solution	We conducted our one day Negotiation Skills training program
Client outcome	Over half the participants have implemented the proposed techniques into their negotiations within 3 weeks of conducting the program.
Testimonial	<p>"Great awareness, good practical skills and style to implement in various scenarios, industry or client type. Collaborative and interesting, respectful of experiences"</p> <p style="text-align: right;"><i>Mark Newman, General Manager, Sales & Marketing, Mackies</i></p>



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About Navig8

Services

Our Work

Contact

SALES GROWTH

Client	Macquarie Adviser Services
Client issue	Sales results had stalled and the team was not reaching the required lift to achieve an increase in the expected new target.
Identified area for development	Improve Sales team's core competencies and clarity of direction with respect to target market.
Navig8 solution	<p>We conducted research and analysis over two phases. The first being with each member of the sales team and their manager to understand the competency gaps and aspirations of the individuals. The second being with their client base to understand where potential revenue increase could be made.</p> <p>Once we had completed our analysis, we presented our findings and developed an intensive customised coaching platform for the team. The coaching was conducted over a 4 month period. The team also attended our 'Communication and Influencing Program' and 'Negotiation Skills Program'.</p>
Client outcome	Final quarter of the coaching platform resulted in 150% volume increase in sales
Testimonial	<p>"I have found the sales courses deliver results immediately. They allow participants to challenge their strengths and encourage sales techniques that inspire success.</p> <p>My sales teams finished the course with a new confidence and our sales results have always continued to climb as a result, with a 150% increase in volumes in the last quarter.</p> <p>Personally, I have had one on one training with Michael and have transitioned from a manager to a leader.</p> <p style="text-align: right;"><i>Dino Pesce, Associate Director, State Sales Manager, NSW / ACT, Macquarie Adviser Services</i></p>



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About Navig8

Services

Our Work

Contact

VENDOR / CLIENT ENGAGEMENT

Client	SITA Australia
Client issue	Breakdown in the working relationship with a key client.
Identified area for development	<p>The key issues identified included:</p> <ul style="list-style-type: none"> • A lack of organizational structure to deal with the customer's need; • No communications plan • Internal departmental divisions • No formal contract management process or systems • The need for a cultural realignment.
Navig8 solution	<p>We provided a holistic approach to the issue at hand. These services were:</p> <ul style="list-style-type: none"> • We conducted thorough research and analysis inside SITA Australia and its client. We presented these findings back to both parties with immediate next steps for improvements. • We facilitated a full day workshop with SITA Australia, mapping out the 3 segments for development. • We established a Steering Committee to oversee the 3 main projects which needed to be developed and implemented for their engagement framework internally and with their client. • Both SITA and the Navig8 team worked to complete the 14 activities across the 3 projects.
Client outcome	SITA Australia's client relationship was re-engaged prior to completion of the projects. The negative attitudes and behaviours are being resolved.
Testimonial	<p>"At the time of engaging the Navig8 team, SITA's relationship with our customer was dysfunctional and at risk of disintegrating into a contractual war. The Navig8 team was briefed to facilitate a relationship review with three parties; two internal and our customer.</p> <p>SITA has been particularly pleased with the team's ability to quickly mobilize and execute the brief. The project timeline has been met and the level of expert advice provided by the Navig8 team has been exceptional.</p> <p>At the time of writing, SITA has reorganized and is progressing well in the reparation of our previously damaged relationship and is enjoying a strengthened "partnership" approach to the contract management process. "</p>



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About Navig8

Services

Our Work

Contact

WORKING WITH US
CLIENTS

Who we work with

Our clients are medium and large organisations with complex multi faceted requirements and an appetite for improvement and growth.

Typically, when organisations are in trouble and not sure how to move their business forward, they approach the team at Navig8. We believe that we are 'deep problem' specialists, because we understand that where there are entrenched behaviours, it is impossible for the business to move internal processes forward.

We have extensive experience across all industries and corporate challenges. If your business is feeling stuck doing the same thing and not growing, we would love to help you take a positive leap forward.

[See who we have worked with.](#)

From the moment we begin working together, we are committed to providing a very different kind of consulting experience that underpins our suite of solutions, models and services to give your business sustainable profitable growth and a competitive edge.

[Find out more about working with us.](#)

Below are short case studies and outcomes of some specific projects we have undertaken:

- > [Cold Calling](#)
- > [CRM Change Management](#)
- > [Cultural Reconnection](#)
- > [Negotiation Skills](#)
- > [Sales Growth](#)
- > [Vendor and Client Engagement](#)



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> contact@navig8.com.au

About Navig8

Services

Our Work

Contact

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Are we right for you?

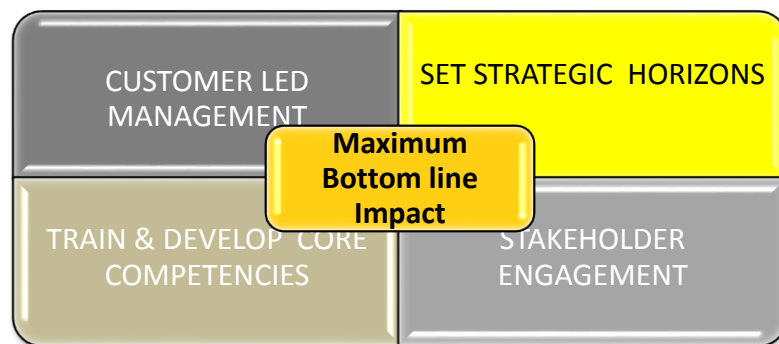
Businesses who are stuck and need to make real operational changes to move forward will benefit from our full customised service.

We have taken the time to formulate our approach to provide solutions that are designed to work with your current business practices, revenue aspirations and efficiency across the board.

Our passion for connecting strategy to your game plan allows us to draw on the strength and expertise from a range of specialists, to give you thought leading solutions that deliver your business objectives.

We always do the best job for you and we are ultimately rewarded by the changes to your business that enable continuous improvement.

If you are ready to make a change to your business, we would love to talk with you and identify how we could best support you. [Contact us](#) using the form or simply email or call us on +61 2 9233 8878



Louise – I don't think this diagram adds much, and a call to action would be better.



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About Navig8

Services

Our Work

Contact

WORKING WITH US
CLIENTS

Our recent clients

We enjoy the variety of challenges that we experience, working across different industries.

Every client brings new challenges and unique situations that stimulate great working relationships and result in effective change.

Below are some of the organisations we have worked with more recently.

Coca –Cola



Macquarie Bank –
Mortgages and
Premium funding



IMG



JBWere



Berri Juices



City of Sydney

NSW rugby Union



Ansett



Australian Rugby
Union



Telstra

Le Meridian



Australian Life
Insurance





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About Navig8

Services

Our Work

Contact



Contact us

If you would like to know more about Navig8 and how we can help your business, we would love to talk to you.

Tell us about yourself below and we can respond to you with information that is most relevant to you.

P: +61 2 9929 3509

M: +61 403 819 848

F: +61 2 8572 6064

Note: fields marked with a * are required

Business Name

Phone Number

First Name*

Last Name

Email*

Mobile Number

Subject

Country

Australia

Message*

Send Message



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About Navig8

Services

Our Work

Contact

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You must not use our website to copy, publish or send material which is illegal or unlawful, or material which could give rise to legal action under English and other applicable law. All material you copy, publish or send via our website must not be defamatory, obscene, indecent, hateful, discriminatory or inflammatory; such material must not infringe any person's intellectual property rights or rights of confidence, impinge upon any person's privacy, or constitute incitement to commit a crime; further, material must not be misleading, deceptive, pornographic, threatening, abusive, harassing or menacing.

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We may take such action as we deem appropriate to deal with the posting of unsuitable material, including suspending or cancelling your account, restricting your access to our website, or commencing legal proceedings against you.

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The website contains links to other websites. We are not responsible for the content of third party websites.

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(8) Entire agreement - This disclaimer constitutes the entire agreement between you and us in relation to your use of our website, and supersedes all previous agreements in respect of your use of this website.

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About Navig8

Services

Our Work

Contact

Privacy Policy

Navig8 is committed to providing you with the best possible customer service experience. Navig8 is bound by the Privacy Act 1988 (Crh), which sets out a number of principles concerning the privacy of individuals.

Collection of your personal information

There are many aspects of the site which can be viewed without providing personal information, however, for access to future Navig8 customer support features you are required to submit personally identifiable information. This may include but not limited to a unique username and password, or provide sensitive information in the recovery of your lost password.

Sharing of your personal information

We may occasionally hire other companies to provide services on our behalf, including but not limited to handling customer support enquiries, processing transactions or customer freight shipping. Those companies will be permitted to obtain only the personal information they need to deliver the service. Navig8 takes reasonable steps to ensure that these organisations are bound by confidentiality and privacy obligations in relation to the protection of your personal information.

Use of your personal information

For each visitor to reach the site, we expressively collect the following non-personally identifiable information, including but not limited to browser type, version and language, operating system, pages viewed while browsing the Site, page access times and referring website address. This collected information is used solely internally for the purpose of gauging visitor traffic, trends and delivering personalized content to you while you are at this Site. From time to time, we may use customer information for new, unanticipated uses not previously disclosed in our privacy notice. If our information practices change at some time in the future we will use for these new purposes only, data collected from the time of the policy change forward will adhere to our updated practices.

Changes to this Privacy Policy

Navig8 reserves the right to make amendments to this Privacy Policy at any time. If you have objections to the Privacy Policy, you should not access or use the Site.

Accessing Your Personal Information

You have a right to access your personal information, subject to exceptions allowed by law. If you would like to do so, please let us know. You may be required to put your request in writing for security reasons. Navig8 reserves the right to charge a fee for searching for, and providing access to, your information on a per request basis.

Contacting us

Navig8 welcomes your comments regarding this Privacy Policy. If you have any questions about this Privacy Policy and would like further information, please contact us by any of the following means during business hours Monday to Friday.

Navig8
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187 Macquarie Street,
Sydney NSW 2000
Tel: +61 9233 8878