



Blaze Makes Final!

Gold Coast Blaze Basketball were sitting in the top 4 for the latter part of the season. Unfortunately this year they didn't get the opportunity of 'Burning It Up' at the Grand Final—but there is always next season (Sept 2010). Congratulations on the club for a huge successful year.



C-IQ People

We would like to introduce our newest team member, Leanne Carpenter (pictured, left) as Business Development Coordinator. Leanne has recently returned home to the Gold Coast after living in the South of France and North Germany for the past two years with her young family. Leanne has over 19 years experience in the Travel & Tourism Industry as Travel Manager and in Sales Executive roles. Leanne is excited about joining the team at C-IQ and looks forward new challenges ahead and developing relationships with our clients and customers. Leanne has been working closely with Danielle for the past month. Danielle will continue to support C-IQ from time to time on special projects and has been invaluable to Leanne in showing her the ropes. Leanne has three children, Jack (8) and twins Lily & Sophie (3).

Left: C-IQ at the Gold Coast Blaze Game



Competition!

We have been given the opportunity to participate in a fantastic event—The Gold Coast Football Club Corporate Rec Footy Challenge, as part of the GCFC Footy Week on Wednesday 10 March (5pm-7pm). You will be given the opportunity to rub shoulders with local sporting and media identities and be coached by the best in the business GCFC's assistant coaches Ken Hinkley and Shaun Hart, as they take you through your paces. Light refreshments, presentations and networking with follow.

To go in the draw for this fantastic opportunity, please email leanne@ciqonline.com.au by Monday 8 March 2010.

Thought of the Month!

If a window of opportunity appears, don't pull down the shade. **Tom Peters**

Our Current Work



C-IQ Career Intelligence has now been contracted to provide Executive Coaching & Organisational Development to the new AFL Gold Coast Club. This really builds our sporting portfolio adding to our role on the Executive Management Committee of Gold Coast Blaze Basketball and previously with the Queensland Rugby Union.

"The energy in sport is really what attracts me" says Director, Naomi Lawrence. "It is the emotional energy that really drives a lot of sporting clubs, however it can also be its downfall. Many people involved with a sporting club are passionate about their sport and sometimes forget their business acumen when it comes to making effective business decisions. Our job is to take the emotion out of it and ensure they are recruiting, retaining and performance managing and developing their staff, players and volunteers. It is also important to ensure that the culture of the club is determined and the behaviours and performance of both players and staff represent this consistently in the community".

We are keen to know who of our clients love Basketball and who loves AFL as we will, from time to time be able to entertain you with our involvement. Please contact Leanne at leanne@ciqonline.com.au to let us know.



Having been an active member of the AHRI Gold Coast Chapter for over 2 years, Naomi Lawrence, Director of Career Intelligence, has now taken over the role of Gold Coast Convenor.



Recently, Naomi was elected on the Board of Think Feel Know Australia, as well as recently became an equity partner of the Australian business, which is part of Shirlaws International Business Coaching. "We have recently designed and delivered a 2 day workshop & 6 month coaching program in Mentoring as a venture with Griffith University and ISQ (Independent Schools Qld). The Focused Conversation Process (see below) using 6 steps provides a framework for creating relationships in a **respectful manner**. The process allows all parties engaged to overcome fears they may have about the relationship developing a strong platform from which they can work successfully over a long term. This process can be used in areas like coaching / mentoring, conducting meetings, phone conversations, structuring content within documents, presentations and training courses. For more information on this process, please contact us or Think Feel Know at www.thinkfeelknow.com

1. Agenda
 - Global
 - Specific
2. Position
3. Fact Find / Feel Find
4. Presentation
- (PAUSE)
5. Summary
6. Open

6 Steps Framework



career intelligence

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