

TEAMSWORK "Helping Teams Grow"

Nov 2005

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1. My promise

I promise that all the tips and stories in this newsletter are tried and tested. I am a great believer in walking my talk. I have personally used all these tips and have experienced personal and career improvements. If you commit to take action and are motivated enough to see them through, you will see big changes in your life.

2. Our upcoming business networking and learning events

- A. Professional Speakers Association of China (invite only)
- B. Facilitation and Coaching Club (invite only)
- C. Mandarin Toastmasters Club (open)
- D. SNAP Business Networking Night (open)

A. Professional Speakers Association of China (invite only)

Wednesday 30 November 7-9pm

Sharon-Drew Morgen

Sharon Drew is a highly informative and provocative speaker, captivating audiences as she brings the unique business challenges of the 21st Century into the selling environment and offering ideas that will immediately shorten selling cycles and differentiate sellers from their competition. Using her systems-based buyer-support model as the foundation, she stimulates thinking around buying practices rather than product sale. This model gives sellers tools to actually teach buyers how to recognize, align, and manage all of the internal elements that need to be addressed within a buying environment before a purchase can occur.

Do you want to sell? Or have someone buy? Let Sharon Drew introduce your team to a new sales paradigm that you can supplement with your selling efforts to enhance your success, positioning, and competitive advantage – not to mention bring ethics and collaborative decision-making into the mix.

Sharon Drew has personally trained Buying Facilitation to over 12,000 professionals in major global corporations such as Wachovia, IBM, Morgan Stanley, Unisys, FedEx, Clinique, and KPMG. As an entrepreneur of several highly successful businesses in the U.S. and England, Sharon Drew understands both ends of the equation – the selling and the buying ends. During her keynote speeches, Sharon Drew draws on her own experiences, as well as experiences of sellers world-wide, to help audiences understand the inner workings of buyer's decision-making processes and how sellers can serve the buying process rather than merely sell product.

More information about the speaker at
<http://www.warwickjohnfahy.com/sharondrew.html>

To book a seat at this event (limited to 25) please email
psachina@warwickjohnfahy.com with "Sharon-Drew" in the Subject, or call 1391 786 7502.

B. Facilitation and Coaching Club (invite only)

Friday 18 November 2005 7-10pm

3 hour workshop on communicating and speaking skills

Twice per month from Nov 2005 to March 2006

To develop your deeper communicating skills

A max. of 15 participants per session.

Brief agenda:

7pm	Open , Context, Outcomes
8pm	Communication Activity
9pm	Coaching session
10pm	Close

Booking:

Go to book your availability

at: <http://www.meetomatic.com/respond.asp?id=JKHK20>

Or email FCC@warwickjohnfahy.com . Or call 2890 3605 for more information.

C. Mandarin Toastmasters Club (open)

Every Sunday

3-4.40pm

Dynamic Mandarin Toastmasters Club

Room 12

7Floor

BaiLeMen Hotel

1728, NanJing West Road (opposite Jing An temple MRT station, cross road with Hua Shan Rd)

南京西路 1728 号, 百乐门宾馆 712 室 (静安寺对面, 南京西路华山路口),
周日下午 3: 00——4: 40,

Call Warwick (康伟先生) on 1391 786 7502 or email
mandarin@warwickjohnfahy.com

If you can't attend, please pass the invite along to others :-)

D. SNAP Business Networking Night (open)

First Monday of every month

5 December 2005 7-9pm

SNAP offers a networking platform in Shanghai for professionals to exchange business information and meet new friends. Approximately 70 people come to enjoy the fun and mix it up every month since April 2005. SNAP organizes off-the-cuff speech contest where the people's champion wins a bottle of wine.

For more information call 1391 786 7502 or email events@warwickjohnfahy.com.

If you can't attend, please pass the invite along to others :-)

3. Learning articles

This month's article is called "Four Secrets to a Happy Life"

"I'd rather be a failure at something I loved to do, Than be a success at something I hate. " - George Burns

It is something we all face, but rarely talk about. Are you living your dreams? Are you dreading getting older, or are you looking forward to more and more life? I don't know if this is true, but it is a "timely" story.

The first day of school our professor introduced himself and challenged us to get to know someone we didn't already know. I stood up to look around when a gentle hand touched my shoulder. I turned around to find a wrinkled, little old lady beaming up at me with a smile that lit up her entire being.

She said, "Hi handsome. My name is Rose. I'm eighty - seven years old. Can I give you a hug?"

I laughed and enthusiastically responded, "Of course you may!" and she gave me a giant squeeze.

"Why are you in college at such an innocent age?" I asked. She jokingly replied, "I'm going to meet a rich husband, get married, have a couple of children, and then retire and travel."

"No seriously," I asked. I was curious what may have motivated her to be taking on this challenge at her age. "I always dreamed of having a college education so I'm getting one!" she told me.

To find out what happened to Rose, see
<http://www.warwickjohnfahy.com/articles/A1.HTM>

4. TEAMSWORK

We continue to grow our talent and team coaching services across China.

We are helping many people, like you, make small, practical changes to your communication and leadership style that result in big improvements in your personal and working effectiveness.

If you are interested in this, e-mail me to get information on how to get started and get a consultation at no cost and with no obligations.

Call me 1391 786 7502 :-).

5. Where Warwick is speaking Nov –Dec 2005

- 2 Nov: Professional Speakers Association of China (host)
- 6 Nov: Mandarin Toastmasters Club “How to connect with your network”
- 15 Nov : Rotary Club “Building Recognition into Workplace Motivation”
- 18 Nov: FCC Club “Speaking skills and Champion Speeches” part1/10
- 24 Nov: landlasia forum (Moderator)
- 25 Nov: FCC Club “Speaking skills and Champion Speeches” part2/10
- 27 Nov: Pudong Toastmasters Club “How to make a great evaluation”
- 30 Nov: Professional Speakers Association of China : (host)
- 2 Dec: Shanghai Institute of Foreign Trade “Build a Business Team”
- 5 Dec: SNAP Business Networking (host)
- 7 Dec: FCC Club “Speaking skills and Champion Speeches” part3/10
- 14 Dec: Professional Speakers Association of China : Humor Workshop
- 17 Dec: Toastmasters Area Training “Build your team” (co-facilitator)
- 21 Dec: FCC Club “Speaking skills and Champion Speeches” part4/10

I would like to express my thanks and gratitude for having you in my network and on my newsletter list.

I enjoy connecting people and helping people grow and expand their skills. More can be done through sincere cooperation than through competition.

Final thought:

"The root of true achievement lies in the will to become the best that you can become."

- Harold Taylor

Helping teams grow,

Warwick John Fahy

TEAMSWORK - We help teams grow by developing confident and competent managers and leaders

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Our motto is, "you get what you give". We believe that it is our responsibility to give back to the community.

Our Charity of the Year in China is, "Love without Boundaries", and 10% of all profits are donated to help them give orphans throughout China a chance to develop their potential.
<http://www.lovewithoutboundaries.com/>

Our Charity of the Year in UK is, "Help the Aged", and 1% of our salary is donated to help improve the lives of elderly folk especially during the cold winters.
[http:// www.helptheaged.org.uk](http://www.helptheaged.org.uk)

Sign up for a Power Presenter! workshop today presentations@redbankchina.co.uk

PS: If you can attend our networking night, bring a friend too :-)

Call 1391 786 7502 for more information and to book your place today!

E-mail; warwick@warwickjohnfahy.com

=====Important=====

You are receiving this newsletter because you have attended some of our networking nights or other events in the past, and we have automatically added you to our newsletter list, or, someone has informed us you would find our newsletter interesting and given us your contact details.

If you do not want to receive our newsletter; unsubscribe from this mailing list, please inform us here:

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=====Important=====