

Happy New Year of the Dog!!

TEAMSWORK "Helping Teams Grow"

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Feb 2006

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## **1. The purpose of this newsletter is to ....**

Help you make the small, practical changes to your communication and leadership style that result in big improvements in your personal and working effectiveness. 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 major 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.

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## **2. Executive Coaching follow up**

Thank you for your feedback from last month's article on executive coaching. I am happy to say that we are helping more and more people in Shanghai overcome their obstacles and achieve better performance at work. Some of our clients are new to coaching and we are keen to let you know how good coaching can produce good ROI (return on investment). I have an excellent article on Executive Coaching which I can share with you in English or Chinese. Send me an email with "Executive Coaching Article" in the subject line.

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## **3. Learning Tip of the month**

## Think Quick

Why do you need to think quick? Life is a series of unprepared speeches. Every time you are asked for an opinion on a report, or face questions after a presentation you have to think quick in order to sound certain in yourself and your reply.

Many people find unprepared speaking a challenge. Most people shy away from this kind of speaking because the lack of time, the increased nerves and the feeling of "What am I going to say?"

To read the rest of this article, see <http://tinyurl.com/dv63m>

To listen to this tip, download the MP3 here <http://tinyurl.com/c9fng> (MP3 / 4mins 35sec / 0.8MB)

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## 4. "Speaking with Certainty" Masterclass

Most communication and presentation skill training miss the main purpose of persuasive communication. They focus on mechanical techniques like body language, voice, and gestures. This does not help most people become more persuasive speakers!!

If you are looking for a measurable ROI (return on investment), then you need to find out more about "Speaking with Certainty".

In this cutting edge workshop, you will learn the techniques that will make you a persuasive speaker who transfers certainty and direction to other people. If you are a manager who must lead a team or communicate to foreign managers you should attend.

In the one day workshop you will learn :

- how to communicate to overseas management in a concise and persuasive way
- powerful thinking structures that help to to think quick
- how to show your certainty and confidence
- how to coach and motivate a cross cultural team
- modern business etiquette

Every workshop includes:

1. Workbook
2. Audio CD
3. Coaching
4. Online support

Numbers limited to 8 people to maximise trainer-trainees interactivity.  
Special rates available for in house training booked before the end of the Dog Year!!

Contact Ina at [events@warwickjohnfahy.com](mailto:events@warwickjohnfahy.com) or call 021 6101 0486.

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## 5. Our upcoming business networking and learning events

- A. Professional Speakers Association of China (invite only)
- B. Mandarin Toastmasters Club (open)
- C. Marketing Know-How Forum

### **A. Professional Speakers Association of China (invite only)**

*Braintrust 24 Jan 2006 "Topic Development"*

The Professional Speakers Association of China is run by professional speakers for professional speakers with two fundamental goals:

- 1) To raise standards in professional speaking and assist members in developing their careers through a program of training, development and networking opportunities.
- 2) To help expand the market for professional speaking and establish it as a recognised professional discipline, by promoting the association and the expertise and professional standards of its members.

We are an association for professional speakers and aspiring professional speakers in China. We provide opportunities for speakers to network, learn and share with each other, expanding their experience and expertise.

For more information about chapter meetings or joining information, call 1391 786 7502 or email [psachina@warwickjohnfahy.com](mailto:psachina@warwickjohnfahy.com). More information about the association at <http://www.warwickjohnfahy.com/master.html>

### **B. Mandarin Toastmasters Club (open)**

Every Sunday *{next meeting 22 January 2006}*

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](mailto:mandarin@warwickjohnfahy.com)

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

### **C. Marketing Know-How Forum (coming in February 2006)**

Are you looking for a way to stay on top of marketing trends, connect with marketing professionals and boost your knowledge on today's most cutting edge marketing knowledge?

If yes, then sign up for our "Marketing Know-How Club Forum" for marketing professionals who want to keep growing. Key note speakers, case studies, panel discussions and a lot lot more will be coming this year for all marketing managers, directors and professionals.

Email [events@warwickjohnfahy.com](mailto:events@warwickjohnfahy.com) and put "Marketing Know-How" in the Subject Line.

### **D .Future Events**

Feb...Executive Coaching roundtable  
March...Bob Urichuck speaks in Shanghai  
April ...China Entrepreneur Tour

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## **6. TEAMSWORK**

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

We are helping many people, like you, make the 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 :-).

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## **7. Where Warwick is speaking Jan 2006 -Feb 2006**

9 Jan:	SNAP Business Networking (host)
16 Jan:	Find Your Speaking Voice
17 Jan:	Find Your Speaking Voice
21 Jan:	Treasure Hunt (Shanghai)
22 Jan:	Dynamic Mandarin Toastmasters Club
24 Jan:	PSA-China Braintrust "Topic Development"
25 Jan:	Yew Cheung International School Career Day
12 Feb:	Find Your Speaking Voice
16 Feb:	Find Your Speaking Voice

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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:

"You get what you give" is a motto we use to judge our contribution to the community we live in. While business success and financial rewards are always high up on most people's "musts", it is worth spending some time as we go into a New Year on how we can help people who have the potential to grow but lack the resources. Contribute your time, experience and knowledge to someone who is motivated to learn and enjoy not only their growth but be safe in the knowledge that somewhere, sometime that contribution will come back to you doublefold.

Helping teams grow,

Warwick John Fahy

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!

====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:

[events@warwickjohnfahy.com](mailto:events@warwickjohnfahy.com)

with the word "Remove" as subject, and you will permanently be removed from this mailing list. Your personal information will not be resold or passed to third parties .

====Important====

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.lovetheaged.org.uk>

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)