Feedback on Insights Discovery Programmes

Become a Close-Knit and Super-functional Team

The Insights Session with our team allowed us to understand each other, appreciate our differences a lot more and gave real good insight into people’s differing behaviours; likes and dislikes.

From a managerial perspective, it is really useful to appreciate that different people approach situations in different ways and that these differences can be managed to find a solution to many problems. From a sales perspective, understanding behavioural styles of your different customers allows one to modify behaviour in a way that maximises chance of success, which is obviously great for business. All in all, I was really impressed with the program and feedback. I believe that work dynamics changed for the better, based on a common understanding, respect for individual differences.

I recommend this program to sales teams, and any managerial team looking to become close-knit and super functional.”

Schering-Plough Sales Executive

Every Event was unique and highly successful and participants raved for weeks afterwards

As I depart these Australian shores for the sands of Bahrain, let me say most sincerely, thank you very much for your personal efforts and the efforts of your Insights team throughout the many and varied events you created for us over the past six years. Every event was unique and highly successful – tailored to meet the needs of each team at the time, and supported by a robust development framework and assessment tool. Without fail, participants raved about each event for weeks afterwards, and in our quarterly social gatherings, many of the experiences are re-lived and described in the most favourable terms. The team spirit and culture that you have helped us build continues to grow from strength to strength, and is the envy of other external teams.

Chris Gabriel, Director, Finance, Optus Business, Sep 05

Our interaction is laced with ‘colour’

Since our team session, much of our interaction is laced with ‘colour’. It is refreshing to see the team reacting to a ‘mandated’ session with such uninhibited enthusiasm! Our company has spent countless dollars on many courses in order to help us become better at what we do. Insights, so far, looks like the best value for the dollar.”

Terri Geoffrey Penney, Director, Retail Offers CIBC

Fun, participative and delivered Insights and learning’s not easily forgotten

The Insights workshop was not only colourful. It was fun, participative and most importantly, delivered insights and learning’s not easily forgotten. You were able to engage everyone in the room in the learning experience - no small achievement, given that some of us had partied all night!

Ann Rolfe-Flett, Director, Synergetic Management Pty Limited
A New Language has emerged within a historically somewhat dispersed and disconnected organisation.....Many Skeptics have been converted

It has truly been a great journey with Insights .... A new language has emerged within a historically somewhat dispersed and disconnected organization and as we were travelling we have "converted" many skeptics, primarily because Insights has a unique combination of, · scientific rigor, · impactful and simple presentation, · powerful training interventions, · excellent Insights representatives wherever we went around the world.

Right now, the seeds have been planted at The Nuance Group, over the next 2-3 years the hard work will need to continue in our organization. This year was good; hopefully we can say that is was great in some time from now. I am convinced that my successor Simon Dawson will continue with the same, or even more passion behind this. By the way, I am looking forward to seeing Insights for kids being further developed. I think it is a HUGE opportunity. Come 2007, I'll see if I can convert some bankers at UBS

Ruud Rikhof, Executive Vice President, Human Resources, The Nuance Group

A Wonderful, Interactive and Informative Day..kept everyone on their toes

Thanks for my profile & more importantly thanks for a wonderful, interacting & informative day. I learnt so much not only about myself but also in how to better deal with my customers & colleagues. You were fantastic & kept everybody on their toes. I will be contacting Gerry next week in order to get a better understanding on my profile & how from that I can improve in areas where required.

Take Care !!!

Rod Morrison, Product Manager Freight Components, United Group

Insights is unquestionably one of the most powerful psychometric tools available

As a regular seminar attendee it was so refreshing to be given such a powerful presentation, where the content was informative, fun, entertaining, memorable !. I could easily relate to every type personality and I am already using it successfully to understand others in my daily interactions.

Insights is unquestionably one of the most powerful psychometric tools available on the market today, and what a great way to be exposed to it. Find out for yourself, you are in for a terrific informative, fun event!

Edua Potor, Senior Recruitment Consultant

After being initially resistant to the idea of the Insights programme, my CFO recently told me it was the best money he had EVER invested personally or professionally and insisted that he hand-deliver the cheque. Our leadership team reaps the benefits of the investment every day in more efficient meetings, improved collaboration, smoother running projects, better client relations, improved sales effectiveness and most importantly, a healthier bottom line."

Ken Barnhart, CEO OCCAM Group
Insights gave me the Power of Awareness of Self and Others to work more successfully within my team"

"Insights gave me the power of awareness… not just of myself but of others too. If it hadn’t been for the course I would still be scratching my head as to how to work alongside my opposite colour energy person. My goal on completion of the course was to work more effectively within my team and I have succeeded.

Insights delves much deeper into the understanding of the human personality than other basic courses I have attended. It gave me the framework and more importantly the tools to develop as a person both within the workplace and in a more relaxed environment away from the office.

Anna Marie Wolfraad

I’ve already noticed an easier atmosphere in interactions with colleagues

The Insights session that I attended was not only interesting, it was also a lot of fun. It was great to learn more about the way that I communicate, and it provided a safe context in which to share these same insights with my colleagues. I walked out of the session with some very useful tools to help me deal with others in both my work and personal life. I’ve already noticed an easier atmosphere in interactions with colleagues, and it’s allowed us to laugh with each other about our unique approach to situations.

Kym Robertson, V.P., Corporate & Public Affairs, TD Bank Financial Group

Marvellous 'insights' and tools for on-going relationship building and team enhancement

As part of our on-going professional development program, our Senior Management Team attended an Insights seminar and found it to be a great experience. Understanding ourselves, and each other, has provided us with marvellous ‘insights’ and tools for on-going relationship building and team enhancement. I would recommend this program to any organization that is serious about learning and development.

Jonathon Fischer, President, Mold-Masters Limited

I recommend this program and presenter to develop effective teams or communications

The Insights into Personal Effectiveness program provided professional training for nurses who leverage personal communication as a daily skill - now taking it to a new and insightful level. I have already had feedback that delegates are organising teams and connecting with each other in a more tailored and effective way. Aisling is a dynamic and engaging presenter who kept the program fun, fluid and interactive. I would recommend this program and presenter to develop effective teams or communications, both personal and professional. Well done on an excellent session Aisling!

Heather Hanson, Director, Remedy ProEd, an Omnicom Company
Client Testimonials

Team member walking "an inch taller" after her Insights Debrief session

Just a quick note to thank you for facilitating such a successful Insights into Personal Effectiveness session at the start of our last off-site. You gave me exactly what I was looking for, an energetic and enthusiastic start to the day that got the entire team immediately engaged, interacting with each other and bonding on a whole new level. As a result, communication barriers were smashed, the rest of our strategy review day was successful and I was delighted with the results we achieved using the Insights Colours approach to “Suggestions for Improvement.

Across the board, the feedback on the session was excellent and people were impressed with the quality, accuracy and practical application of their Personal Insights Profiles. The managers and team leaders now have a common terminology reference; they are colourfully talking about personality types within their teams, and are also using the Insights materials when recruiting. One team member was “walking an inch taller” after her Insights Debrief session! I will particularly recommend your session for managers of new teams.

Sean McIlvin, GM Corporate Customer Billing Services, Singtel Optus Pty

Approach is tailored to everyday execution and I have successfully been able to see the transformation in my team

I think we should look at the benefits this session has to offer for the 13 in my team. Where the Team was in August 2003 (before the Insight Offsite), I think each of us had an appreciation of one another's way of doing things, many of the "2nd reports" probably did not understand why some of us react the way we do/ do things the way we do etc etc, but most of the collective group did not appreciate or understand the differences everyone brought to the table and its impact on the team's ability to produce results effectively.

Following Stage 1 Team Building Event with Insight: I was incredibly surprised at the extent of interest our 1 day with Aisling had created amongst the team. Collectively as a group, we started to understand one another's character and dare I say it, "accept" it in our everyday working life. Many of my second reports rushed to read my profile in a bid to appreciate why I am the way I am, as did others amongst the team. That whole experience created some very positive energy amongst the troops (even with the most introverted ones), even today being 6 months after the event. We continue to refer to the learning's from the August offsite.. (and I can honestly, say, I do not refer to the learning's from the Challenger Framework, as it was too "textbook" based". I know this seems like a lot of money, but having gone through the 1 day seminar with Aisling, her approach is tailored to "every day" execution and I have successfully been able to see the transformation in my team." “Our team has recently had the opportunity to work through a full day session of Insights. What we have walked away with is a renewed ability to stop and try to understand, or at least acknowledge, the different communication styles that each team member has.

Penny Diamantakiou, Group Manager ICIE, Corporate Finance

After only one week, Insights has already improved my professional and personal relationships

After only one week, Insights has already improved both my professional and personal relationships.

Paul Miller, General Manager, CIBC Retail Offers