



# Enterprise Learning Partnership


























By partnering with PDT you receive this highest standards of service, best practice in adult learning and discounts and bonuses that effectively double your budget.

# Maximising the value of your investment in training

Our **Enterprise Learning Partnership Program** enables you to identify the learning strategy, processes and technologies that support a continuous learning culture, whilst maximising your existing training investment by:

- Consolidating training efforts **saving time, reducing effort and maximising overall spend**
- Defining the **optimum learning strategy** and aligning systems and processes to support the objectives
- Benchmarking and developing **measures in-line with business strategy, values and culture**
- Monitoring and reviewing to **maintain quality standards** ensure expectations are met
- Access to a range of value-added learning solutions to support the training effort including **coaching tools, access to on-line learning, psychometric surveys and reports.**

## Program inclusions

	Spend \$75k per year on training and receive	Spend \$100k per year on training and receive	Spend \$250 per year on training and receive
<b>Analyse and Benchmark</b>			
<b>Professional Development Training Needs Analysis</b> <ul style="list-style-type: none"> <li>▪ On-line REACH Survey distributed – only takes 10 minutes to complete</li> <li>▪ Results provided with recommendations</li> </ul>	 Up to 2 teams/functional areas	 Up to 4 teams/functional areas	 Unlimited
<b>Employee Engagement Index</b> through REACH Culture Survey <ul style="list-style-type: none"> <li>▪ Report debriefs</li> <li>▪ Training Needs Analysis</li> <li>▪ Suitable for whole org or individual teams</li> </ul>	 1 per year	 Up to 2 per year	 Unlimited
<b>360 Leadership Development Benchmarking</b> <ul style="list-style-type: none"> <li>▪ REACH 360 surveys distributed and consolidated</li> <li>▪ Training Needs Analysis report and recommendations</li> </ul>	 Up to 35 x 360's	 Up to 50 360's	 Unlimited 360's
<b>360 debriefs - 60 minutes each</b> <ul style="list-style-type: none"> <li>▪ Survey results debriefed to provide context around feedback</li> <li>▪ Structured coaching provided to HR/leaders to support the program ongoing</li> </ul>	<b>4 included</b> +1 day coaching internal HR/leaders to take over	<b>10 included</b> +1 day coaching internal HR/leaders to take over	<b>30 included</b> +1 day coaching internal HR/leaders to take over
<b>Leadership Team Development Analysis and Debrief</b> <ul style="list-style-type: none"> <li>▪ Leadership Development Companion – Styles and REACH</li> </ul>	 Up to 1 Leadership Team	 Up to 3 Leadership Teams	 Unlimited
<b>Sales Team Analysis &amp; Training Needs Analysis</b> <ul style="list-style-type: none"> <li>▪ Distribution of REACH survey and Selling Profile</li> <li>▪ Sales Development Companion and Training Needs Analysis</li> </ul>	 Up to 1 per year	 Up to 2 per year	 Unlimited, including new hires.
<b>Training Management &amp; Reporting</b> – in the Training Management Centre (TMC)	 Up to 1 per year	 Up to 2 per year	 Unlimited
<b>Learning Solutions Design – Consultant analysis to target measurable outcomes, benchmarking with system</b> <ul style="list-style-type: none"> <li>▪ Training Results Dashboard – clarity on feedback and <i>what's changed</i></li> </ul>	 2 per year	 4 per year	 10 per year
<b>Training Results Dashboard</b> <ul style="list-style-type: none"> <li>▪ clarity on feedback and <i>what's changed</i> consulting and debrief session</li> </ul>	 2 per year	 4 per year	 Unlimited

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	Spend \$75k per year on training and receive	Spend \$100k per year on training and receive	Spend \$250 per year on training and receive
<b>Align and Design</b>			
<b>Custom Training</b> ▪ Instructional Design Services	✓ 1 day bespoke content	✓ 2 day bespoke content	✓ 5 day bespoke content
<b>Public Class Employee Self Service</b> ▪ Branded custom schedule of approved public course topics and locations ▪ Workflow approval ▪ Prepayment to minimise invoicing	✓ \$0 customisation if required	✓ \$1,250 customisation if required	✓ \$5,000 customisation if required
<b>Branded Training Management Centre, enrolment form and certificates</b> ▪ Set up per cost centre	✓	✓	✓
<b>Blended Learning Solutions</b>			
<b>MicroLearning</b> - Pearls of Wisdom® – 3-5-minute video-based on demand learning ▪ Hosted by us or made available via your LMS	10% discount	15% discount	20% discount
<b>Public Scheduled courses</b> (collaborate externally) ▪ Australia and NZ	10% discount	15% discount	20% discount
<b>In-house Tailored Training</b> courses ▪ Delivered Australia wide and globally	10% discount	15% discount	20% discount
<b>Reinforcement</b> ▪ Participant access to training materials via app ▪ Participant resit for free for 12 months	✓	✓	✓
<b>Embedding Learning</b> ▪ Make it Stick Activity Pack and 90 minute Train the Trainer ▪ REACH Products	✓ 1 x Make it Stick Activity Pack and TTT session	✓ 2 x Make it Stick Activity Pack and TTT session	✓ 3 x Make it Stick Activity Pack and TTT session + \$500 REACH Store Credit
<b>Peer to Peer Coaching</b> programs support ▪ Coaches Companions provided to support coaching relationships	✓ Up to 20	✓ Up to 50	✓ Unlimited
We give back <b>to you</b> - \$500 donated to your Employee Wellness Initiative		✓	✓
We give back <b>for you</b> – for every booking we will provide a 1 day business training course to women in need in Malawi to help them change their lives and support their families <i>For an average partnership will provide 100 days of life changing training</i>	✓	✓	✓
<b>Reflect and Celebrate</b>			
We help share your wins and work with you to deliver an outstanding learning solution and enter you in the national industry awards	✓	✓	✓
<b>Maximum add-on value</b>	<b>\$75,980</b>	<b>\$153,700</b>	<b>\$322,350</b>

# Our purpose is to help you develop your people through high impact training that is **on target, fun, retained** and above all **achieves your goals**

Paul Findlay and Karen Winfield established PD Training in Australia 2009 with the vision to provide impactful and engaging training programs. In the last 10 years we have expanded globally and are now incorporated in Australia, New Zealand, Singapore, Malaysia, Hong Kong and the USA.

**Our highly experienced and collaborative approach empowers individuals and teams and to date have had a positive impact on the lives of over 100,000 people.**

## REACH ECOSYSTEM

The REACH Ecosystem fundamentally changes people and organisational development with the most complete, evidence-based ecosystem of resources.

Individual Profiles	360 Insight	Organisaional Culture	Training Needs Analysis	Coaches Companion
<ul style="list-style-type: none"><li>• Personal Profiles</li><li>• Leadership Profiles</li><li>• Sales Profiles</li><li>• Team Profiles</li><li>• All from a single 10-minute survey</li></ul>	<ul style="list-style-type: none"><li>• Extends from Leadership Self-Profiles</li><li>• Positive and growth oriented</li><li>• Takes raters only 3-minutes</li><li>• Mobile friendly</li><li>• Generates instantly</li></ul>	<ul style="list-style-type: none"><li>• Highlights employee experience</li><li>• Indicates key stats like intention to stay/leave</li><li>• Takes raters only 10-minutes</li><li>• Mobile friendly</li><li>• Generates instantly</li></ul>	<ul style="list-style-type: none"><li>• Specific Training and Coaching recommendations</li><li>• Downloadable for individuals or entire teams</li><li>• Links directly to complete courses and coaching program</li><li>• Instantly available and always up to date</li></ul>	<ul style="list-style-type: none"><li>• A unique coaches resource</li><li>• Based on the G.R.O.W model</li><li>• Adds structure and resources to coaching relationships</li><li>• Personalised 6-month or 12-month programs</li></ul>

### YEARLY AT PD TRAINING



**15,000 PEOPLE**  
Over 15,000 people in workshops



**390 CITIES**  
Over 390 Cities in 16 Countries



**1,300 CLIENTS**  
Over 1,300 Corporate, Government & NFPs



**4.5 STAR FEEDBACK**  
Participants 4.4/5  
Their employer 4.5/5



**10,000 PROFILES**  
Aha moments for 1000's of people