



Australian Childcare Alliance
Victoria

ACAV LEADERSHIP RETREAT:



THRIVING AT A TIME OF MAJOR SECTOR CHANGE

19th - 20th May 2018

Grange Cleveland Winery
55 Shannons Road
Lancefield

Why attend?

The Early Childhood Education and Care (ECEC) sector continues to experience unprecedented levels of change. Change brings new opportunities as well as risks. This highly informative two-day retreat will closely examine the current state and future directions of the ECEC sector, putting attendees at the forefront of knowledge on how the changes will impact the sector and their service. It will also feature a range of excellent education on how to respond to the changes to ensure your long day care service continues to deliver high quality and viable education and care in the future. Register today and join us for this weekend retreat with a small group of ACA Victoria members, creating an interactive environment for tailored questions and answers, group discussion and networking.

Who should attend?

This retreat has been planned for Approved Providers and decision makers of Early Childhood Education & Care Services, as it will challenge you to think about the changes and challenges facing the sector and how to ensure that your service not only survives but thrives.

Venue Highlights

Warm and welcoming, Grange Cleveland Winery sits in the heart of the Macedon Ranges wine country. With glorious views across the vineyard, the property offers modern, architect designed guest suites nestled alongside a historic 1890s homestead.

Other Highlights

The Leadership Retreat will include a networking dinner on Saturday evening, allowing you to discuss the day's learnings with your peers. There is also an option to unwind more fully by arriving on Friday night, either in time for dinner or afterwards.





PROGRAM OVERVIEW

SATURDAY 19 MAY

Session 1, 9:30 - 11:00am

The current and future state of the ECEC sector in Australia - *Paul Mondo*

- Federal and Victorian State Government regulatory and funding policy update
- Child Care Subsidy impact on families and services
- Implications of current sector trends

Paul will elaborate on the issues of the day from a policy, regulatory, funding and practice perspective and provide guidance for existing service providers on how to navigate this landscape. This session will encourage group discussion and strategic thinking about the ways in which to tackle the challenging times ahead.

Morning Tea: 11:00 - 11:15am

Session 2, 11:15 - 12:45pm

The importance of working on and not in your business

- *Peter Johnson, The Time Retriever*

- Defining and reflecting on your long-term vision and planning for success
- Observing personal or organisational habits and self-limiting assumptions
- Managing your time to focus on important outcomes
- Tips for leading not micro managing

Lunch: 12:45 - 1:45pm

Session 3, 1:45 - 3:15pm

Building your brand and marketing for success - *Keith Collins, Action Victoria*

- How to clearly define your brand
- Developing positive cultures that support your brand
- Marketing strategies to keep your brand top of mind with parents
- How to grow your online presence and create great content

Afternoon Tea: 3:15pm - 3:30pm

Session 4, 3:30 - 4:45pm

Turning your staff into a sales team - *Keith Collins, Action Victoria*

- Simple, proven and effective sales techniques
- Make your whole team champions of your business
- Convert parental inquiries into bookings time and again.

Using real life examples, Keith will make the sales process easier even for people who don't consider themselves sales people.

Pre-Dinner Drinks: 6:30pm | Networking Dinner: 7:00pm

Enjoy a relaxed and informal 3 course dinner with fellow participants



PROGRAM OVERVIEW

SUNDAY 20 MAY

Session 5, 9:30 - 11:00am

Quality – the key differentiator - *A panel of ACAV members including Sam Rosenberg, Board member and Approved Provider of Buddies ELCs*

- The importance of defining why you do what you do
- Understanding the links between quality and viability
- What exceptional quality looks like
- Embedding reflective practice and continuous quality improvement in everything you do

Morning Tea: 11:00 - 11:15am

Session 6, 11:15 - 12:45pm

Building resilience and effectively managing change - *Nathan Burke*

- Understanding drivers of change
- Learn how stress is created and how resilient people avoid it.
- Leveraging your personal strengths and adopting a growth mindset
- Making time to reflect and utilising mindfulness

Lunch: 12:45 - 1:45pm

FACILITATOR BIOGRAPHIES



MR NATHAN BURKE

Nathan Burke is an ex-professional AFL player, elite level coach and business/leadership coach. He had a 27 year career in the elite world of AFL football, including 18 years as a professional player for St Kilda, with 5 of them as team captain. After his playing career, he had roles as a coach for 2 years, and Director of St Kilda for 7 years.

Since leaving St Kilda he has been applying his expertise in human performance in the fields of education, business and sport. In 2014 Nathan founded his own consultancy organization specializing in the fields of personal development, leadership, culture and resilience.

Recently he has joined Planet K2 as an Associate Coach. He works with leading Australian and global businesses to help them fulfil their potential, sharing his insight around how to support people to perform at their best, and creating high performance cultures with personal responsibility and ownership at the core, alongside a very practical coaching approach.

Nathan still maintains an involvement in AFL as a Senior Assistant with the Southern Saints VFLW team and member of the ABC Grand Stand Commentary Team. Nathan has a Diploma of Teaching and Diploma of Business but most importantly is married to Fiona and has three beautiful daughters, Ruby, Molly and Alice.



MR KEITH COLLINS

Keith is a well-grounded business builder with a sharp sense of commercial reality. From his early beginnings in his family's hospitality business he was able to develop his skills practically and at business school to start his own organisation. He founded a home services company that provided many services such as commercial painting, maintenance, tree removal and landscaping.

He sought the assistance of a coach to accelerate his undertaking and found himself advising, mentoring and assisting other business owners in his professional circle on a range of business strategies. After selling his services company he made the natural transition into what has now been over 15 years in mentoring and coaching other business owners. He is a key partner in Action Victoria.

FACILITATOR BIOGRAPHIES



MR PETER JOHNSON

Peter is a business and personal productivity coach, who after owning his first business at 18 years of age, built a management and business ownership career spanning 40 years at state and national levels, managing field service teams, installation teams, inbound/outbound call centres, sales teams, dealer networks, online training programs and sales websites.

His career has worked in locations such as Lae & Port Moresby in Papua New Guinea, Wagga Wagga, Brisbane, Sydney, Wollongong, Melbourne and the QLD Sunshine Coast area, where he learnt to provide high quality business services to businesses in metropolitan, rural and extremely remote locations.

Over the past 12 years Peter has provided his business and personal productivity coaching, via The Time Retriever, to over 162 businesses and childcare centres, helping them to grow and develop into profitable concerns. Peter's main areas of focus are in providing Time Management and Marketing services to the Childcare industry.



MR PAUL MONDO

Paul has a long-established history in early childhood education and care which started with working in the family business. Over the years, he has built, bought and sold various services and is currently the Approved Provider of Bimbi Day Care in Airport West.

Reflecting his passion for the sector and ensuring the viability of early childhood education and care, Paul is President of ACA Victoria and ACA nationally. He plays a key role in advocating for the interests of members at a federal level and is a member of both the Implementation and Transition Reference Group and the IT Working Group for the new Child Care Subsidy.

SUMMARY

Date:

19 - 20
May 2018

Venue:

Grange Cleveland Winery
55 Shannons Road
Lancefield

ACAV MEMBER PRICES, PER PERSON

1 night package: Saturday & Sunday, single room	\$999.00
1 night package: Saturday & Sunday, shared room	\$925.00
2 night package: Friday, Saturday & Sunday, single room	\$1299.00
2 night package: Friday, Saturday & Sunday, shared room	\$1225.00

NON-MEMBER PRICES, PER PERSON

1 night package: Saturday & Sunday, single room	\$1299.00
1 night package: Saturday & Sunday, shared room	\$1225.00
2 night package: Friday, Saturday & Sunday, single room	\$1599.00
2 night package: Friday, Saturday & Sunday, shared room	\$1525.00

REGISTER ONLINE AT:
trybooking.com/UEZO

For more information or any queries, please contact Philippa Valder on
03 9532 2017 or by email to **philippa.valder@childcarealliance.org.au**

Cancellation Policy: Until Friday 13th April 2017, we will refund you 50% refund of your registration fee.
After Friday 13th April 2017, no refund is possible because of booking requirements and incurred venue and administration costs.