

Lead the Way – Two Day Leadership Experience

Building Leadership Through Presence, Connection & Practical
Application



Welcome to Lead the Way

A unique leadership development experience grounded in presence, communication, and trust. Set in the calm rural environment of Manakau, Horowhenua — the perfect space to step back, reflect, and grow.



Communication | Relationships | Leadership

[EXPLORE CORPORATE/SPORT](#)

[EXPLORE HORSEMANSHIP](#)

[EXPLORE YOUTH](#)



Day One: The Environment

- A peaceful, grounded setting that immediately shifts focus from the busy operational world to a place of clarity and connection.



First Interactions

- Beginning the hands-on work:
- Establishing rapport
- Reading subtle cues
- Understanding how our energy influences engagement
- Horses respond to authenticity, not titles.

Building Trust

Trust exercises highlight the importance of:

Patience

Clarity

Consistency

Emotional regulation

Leadership begins with how we show up.



DM
RCS PPK

CONTROL
CONNECT

CLEAR COMMANDS

ENERGY

STAND YOUR GROUND

INFLUENCE

BUILD RAPPORT

INTEGRITY

FOLLOW THROUGH

BOUNDARIES/STANDARDS

PERSONAL

CONSISTENCY

POSITIVE REINFORCEMENT

PRAISE/FEEDBACK

TRUST

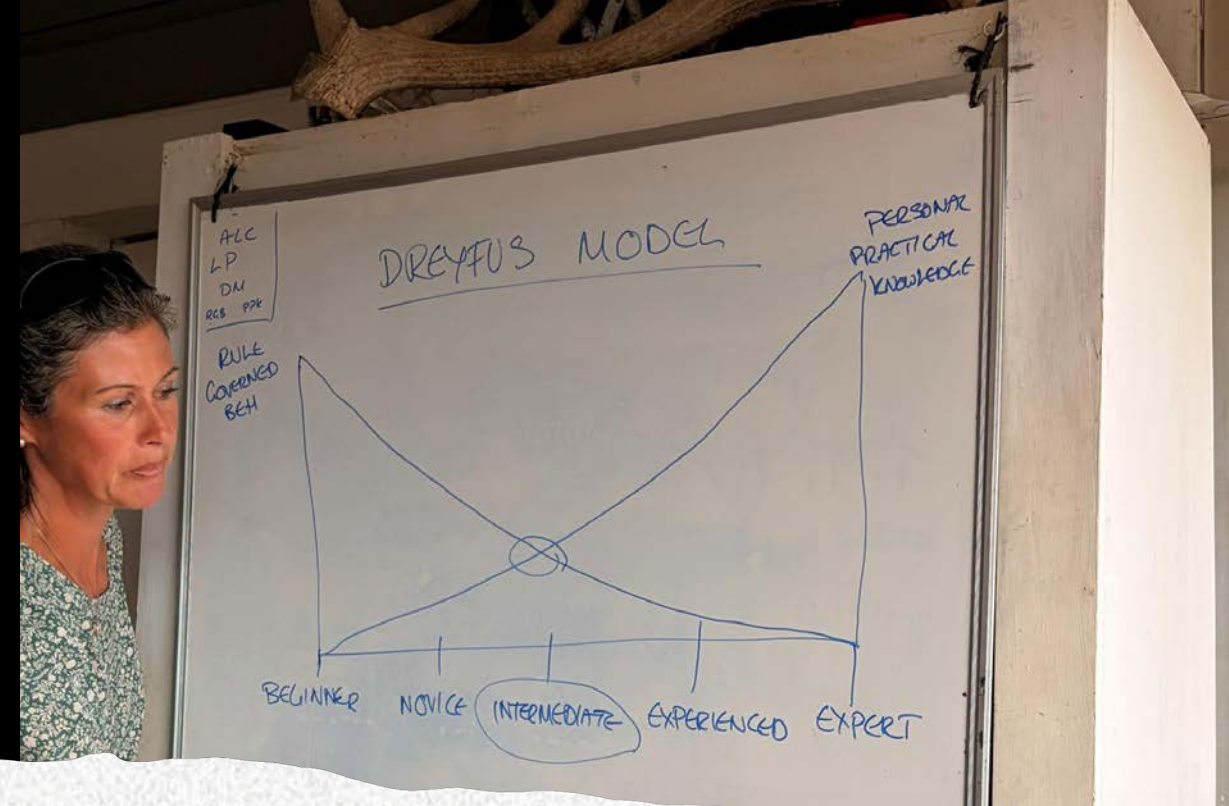
RELATIONSHIP

INTENTIONAL

SOFT START

EMPATHY

SELF DISCIPLINE



Communication in Action

- Groundwork teaches leaders to communicate direction without force.
- Clear intention + calm presence = effective influence.



Leadership in Motion

- Applying leadership principles in real time:
- Setting boundaries
- Giving direction
- Adjusting approach based on feedback
- Staying centred under pressure



Day One - Key Takeaways

- Leadership starts with self-awareness
- Clear communication builds trust
- Presence matters more than pressure
- Horses provide immediate, honest feedback
- Influence comes from clarity, not control



What Day 1 Means for ESC

- Stronger leadership alignment
- Improved communication and expectation-setting
- Greater awareness of how leaders influence culture
- Practical insights to support Sales Team performance
- And leadership that is not afraid to crack the whip...



Day Two:

**APPLYING LEADERSHIP
THROUGH CHALLENGE &
CONNECTION**

Leading with Clarity

- Simple movements reveal a lot:
- How we communicate
- How we set boundaries
- How we influence without force
- Clear, consistent signals build trust.





Confidence in Motion

- As confidence grows, so does the partnership. Leadership becomes less about control and more about collaboration.



Groundwork Progression

Groundwork reinforces:

- Direction
- Focus
- Responsiveness
- Emotional regulation
- Horses mirror our leadership energy instantly.



Problem-Solving Together

- Introducing obstacles highlights how leaders:
- Break challenges into steps
- Support others through uncertainty
- Maintain calm under pressure
- Progress happens through patience and clarity.



Obstacle Course: Trust in Action

- Navigating obstacles requires:
- Clear communication
- Mutual trust
- Adaptability
- Confidence in the process
- A powerful metaphor for leading teams through change



Building Confidence Through Novelty

- Exposure to unfamiliar situations teaches leaders to:
- Stay composed
- Encourage others
- Create psychological safety
- Horses only move forward when they feel safe — so do people

Stepping Up to the Challenge

- A moment of breakthrough. Leadership is about guiding others to take steps they didn't think they could.





Key Insights

- Leadership is a partnership, not a command
- Confidence grows through supported challenge
- Clear communication reduces uncertainty
- Trust is built through consistency
- Progress requires patience and presence

My Personal Takeaways

- It is a really unique course, where you get to have Arena time and Classroom time, where you can take your learnings from the classroom, and immediately put them into practice in the Arena. Making small adjustments to your approach, that changes the reaction that you get back.
- Made some great connections with leaders from other industries and learn about their businesses.
- I learned a lot about reviewing a situation, both personal reflection and constructive feedback to others. As well as the importance of focused feedback.

