

# ARE YOU MISSING OUT ON \$4,000 OF GOVERNMENT TRAINING INCENTIVES PER ELIGIBLE EMPLOYEE?



REAL ESTATE



MANUFACTURING



BUSINESS



RETAIL



AUTOMOTIVE



MANAGEMENT



CUSTOMER CONTACT



FINANCIAL SERVICES



**'An organisation's ability to learn and translate that learning into action is the ultimate competitive advantage.'** *Jack Welch, CEO of GE*

## > ARE YOU MISSING OUT?

Discover how to have a career/team that is:

- continuously improving
- increasing profits
- implementing positive change
- improving efficiencies
- maximising productivity

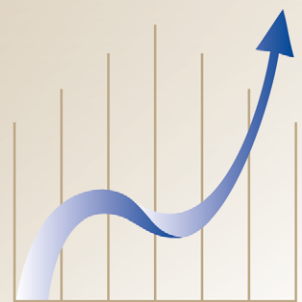
The Government understands the nation's competitive advantage is based on human capital, so a portion of Government revenue is given back in employer training incentives. This covers up to 100% of nationally accredited training undertaken by your team.



## > AUSTRALIAN SALESMASTERS TRAINING COMPANY MAKES THE PROCESS SIMPLE BY:

- assisting you to source funding
- organising your nationally accredited training courses
- conducting the training/assessments
- driving continuous improvement

**don't blame them...TRAIN THEM!**



AUSTRALIAN  
SALESMASTERS  
TRAINING COMPANY



#### Accredited employees benefit by:



- increased productivity/efficiencies
- nationally recognised qualifications
- greater job satisfaction
- improved promotion prospects
- more up-to-date skills and how to's

## Getting the most from your people...talent development

### > Simple example

There are 30 staff in a business or department.

25 people are eligible for government funding, five are ineligible. The manager / owner identifies all of these people will benefit from training which helps strengthen the organisation. All are existing employees. All 30 participate, funded and unfunded.

The government offers incentives for employees beginning, and again for completing, a nationally recognised training qualification. In this example, the incentivised training is in Frontline Management (Cert IV Frontline Management BSB40807)

All staff complete this training over a period of up to 24 months.

Recognition of Prior Learning is available and encouraged.

The funding received is sufficient to cover both funded and unfunded employees for the training. Everyone participates. Everyone is trained.

Disclaimer: Eligibility of employees to attract incentives depends on whether they meet eligibility requirements of the program. The courses applied for must be of duration of 24 months or more.

### > Eligibility and incentives available



#### 1) Existing worker incentive

Employed longer than three months full-time or 12 months part-time.

Employers are eligible for:

- Standard Commencement Incentive (\$1,500) three months from commencement.
- plus a Completion Incentive (\$2,500), total \$4,000



#### 2) New worker incentive

Employed less than three months full-time and 12 months part-time.

Employers are eligible for:

- Standard Commencement Incentive (\$1,500) three months from commencement.
- plus a Completion Incentive (\$2,500), total \$4,000.

Must work an average of 15 hours per week. Must not have a prior tertiary qualification in the same subject area completed in the past seven years.



#### 3) Additional incentives

In many cases there are additional advantages with payroll tax and workers compensation incentives available.

There are additional incentives available in skills shortage areas and for mature aged workers.

Note: Different states have different incentives and criteria. Contact us for full eligibility conditions: (02) 9700 9333.





**HOSPITALITY**



**WAREHOUSE/LOGISTICS**



**SALES**



**TOURISM**



**PROJECT MANAGEMENT**



**FLORISTRY**

## > Government Accredited Programs

- **Retail**
- **Business - Sales, Administration**
- **Frontline Management/Leadership**
- **Communication**
- **Transport and Logistics**
- **Process Manufacturing**
- **Lean Manufacturing**
- **Real Estate - Licence Programs**
- **Automotive**
- **Floristry**
- **Hospitality**
- **Tourism/Travel**
- **Financial Services**
- **Project Management**
- **Aged Care**

## > Trainers

All our trainers have vast experience in the courses they facilitate. They are all accredited with Certificate IV in Workplace Training and Assessment which compliment their various industry specific qualifications.

## > Bonus Resources including

- **DVD Training Library Membership**  
Over 888 titles available in over 20 categories - [www.dvdtraining.com.au](http://www.dvdtraining.com.au)
- **ebooks**  
An ebook is sent to all candidates monthly over 100 titles [www.ebookonly.com.au](http://www.ebookonly.com.au)
- **CDs**  
A monthly CD is sent out on a relevant topic to all candidates.
- **Public Programs**  
Join us at our public programs saving 50%.
- **Tips, Tactics, Techniques**  
Receive our monthly newsletter to promote ongoing improvement.
- **Articles**  
Over 500 articles on our website for free download - many topics.
- **Distance Learning / E Learning**  
Most programs can be completed by distance learning or a combination of face to face plus e-learning.
- **Video Streaming**  
Our most popular programs available to you whenever you want via website.
- **Simple Truths**  
We are now a distributor for Simple Truths, a company publishing corporate gift books to reinforce core values.



## > Benefits to you

- **Increasing productivity:**  
People perform better with improved skills.
- **Tailoring training to suit you:**  
Each onsite course is tailored to your organisation to focus on challenges affecting your team.
- **Government Accredited Programs:**  
On completion, all candidates receive a nationally recognised award.
- **Continuously improving:**  
Ongoing regular training promotes a positive work culture rewarding improvement.
- **Building motivated teams:**  
Onsite training gets your team working on challenges and solutions affecting your organisation. They feel empowered to contribute to positive change.
- **Saving travel time, disruption and costs:**  
Onsite training is the most cost-effective training option for many organisations.
- **Enrolling in Best Practices:**  
Training gives the opportunity to standardise systems and processes to "Best Practice"
- **You're in good company:**  
Our clients include recognised organisations: Telstra, Starr Partners, Mitronics, Laing + Simmons, Games Workshop, Thai Airways, Mercedes Benz, Mitre 10, Ruralco, Singapore Airlines, Westcon, Dulux, Express Industrial Supplies, SNP, Ness Security & Australian Geographics

## > Program payment

Our aim is to provide all these programs for you on a cash neutral basis. Our Business Development Manager will discuss this opportunity with you.

## > Next Step

Simply supply us (on our client information form) the full name, date of birth, start date, full/part-time (minimum 15 hours per week), job location (state) and current job title of each of the employees requiring training.

We then give you an incentive budget.

Once you have your incentive estimate, we discuss your training needs and agenda, and create a unique web based members page.

We personalise the program to your needs.

We meet your employees and set dates.

We enrol team members.

We start.

## > Contact

Looking forward to speaking with you.

**Tel: (02) 9700 9333**

**Email: [kathy@thesalesmasters.com](mailto:kathy@thesalesmasters.com)**



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