



OLD THINKING KILLS MAORI DEVELOPMENT

WEAVING STRANDS

YOUTH - HOW TO GIVE BACK
MAORI BUSINESS - HOW TO GROW
MAORI SOCIAL DEVELOPMENT - HOW TO SOLVE IT
STATUS QUO - HOW TO CHANGE IT
MY LIFE - HOW TO THINK DIFFERENT
**MAORI BUSINESS VISION - THINK DIFFERENT & BE
BRAVE ENOUGH TO ACT**





**OLD THINKING =
YOU THINK DIFFERENT, YOU ARE
AN ALIEN**

**SO WHY DOESN'T THE EDUCATION
SYSTEM, WORK FOR ME?**

ACCOUNTING 101

LESSON: LEARN BY DOING



SO WHY DO WE HAVE A FEAR OF FAILURE?

ENTREPRENEUR, LICENSE TO FAIL, 10 BUSINESSES, 20 YRS, AWARDS, DIVORCE, MAORI DEVELOPMENT

LESSON: TEST, LEARN, ITERATE



**OLD THINKING =
WE NEED TO MAKE MONEY
FIRST BEFORE SOCIAL
DEVELOPMENT**

**SO WHY IS THE MAORI ECONOMY
WORTH \$40B AND WE STILL ACCEPT
SO MUCH SOCIAL ILL?**

**“WE WILL HAVE TO WIPE A GENERATION
OUT”**

LESSON: SOCIAL ENTERPRISE



WHAT IS SOCIAL ENTERPRISE?

BUSINESS DOING GOOD

‘NGATI PUKENGA - BUSINESS IN A BOX’

LESSON: GROW THE HOUSEHOLD INCOME





**OLD THINKING =
THAT'S THE WAY ITS ALWAYS
BEEN DONE?**

**SO WHY DO WE STAY IN THE
SAME INDUSTRIES?**

ACQUISITIONS FOR GOOD

**LESSON: FASTEST, LEAST RISK TO GROW
FREE CASH FLOW**



SO WHY DO WE CHOOSE THE SLOWEST WAY?

ICEHOUSE –

FAST = TRAINING/

FASTER = COACHING/

FASTEST = DO IT WITH THEM/

LESSON: HIRE THE DREAM TEAM



SO WHY DOES GOVERNMENT FUND PROGRAMMES?

BUSINESS MODEL = GOVERNMENT

LESSON: FUND DEVELOPMENT OF ECONOMIC ENGINES (PROFITS) FOR ORGANISATIONS





**OLD THINKING =
ITS ABOUT INDIVIDUAL MANA VS
COLLECTIVE MANA**

**SO WHY DO WE NOT HAVE THE
COURAGE TO SPEAK UP?**

**POLITICS IS THE NUMBER ONE
BARRIER TO GROWTH**

LESSON: BRAVE CONVERSATIONS



**SO WHY DON'T WE COLLABORATE?
IF YOU DON'T HAVE IT, PARTNER WITH
SOMEONE WHO DOES**

**LESSON: DATING, VALUES, STRENGTHS &
WEAKNESSES**



**OLD THINKING =
WE DON'T HAVE ENOUGH.....**

SO WHY DONT WE ASK OURSELVES THE RIGHT QUESTIONS?

LIMITING BELIEFS - DENIS SNELGAR

LESSON: 'HOW MIGHT WE DO IT?'



WEAVING STRANDS

YOUTH - HOW TO GIVE BACK

short term = ask why? long term = go and make a lot of mistakes and learn on other peoples money and come back and help later

MAORI BUSINESS - HOW TO GROW

think different, be brave enough to take action

MAORI SOCIAL DEVELOPMENT - HOW TO SOLVE IT

focus on the right things = household income

STATUS QUO - HOW TO CHANGE IT

old thinking holds us back = test, learn iterate

MY LIFE - HOW TO THINK DIFFERENT

ask yourself the right questions



SERVICE PROVIDERS:

Lessons from coaching 120 Maori business leaders www.slideshare.net/nztiok

MAORI TRUSTS:

2 hours free time with me to work with your trust

(first 10 people to give me their business cards)

YOUTH:

Ask WHY!

You can't tell people what to do. You can teach them how to think different!



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