

## Wayne Pearce OAM

### *Former Professional Rugby League Player, Coach and Peak Performance Speaker*

Wayne Pearce is one of Australia's best known rugby league identities. Born and raised in the Sydney suburb of Balmain, he played 192 first grade games with the Tigers between 1980 and his retirement in 1990.

Wayne entered the spotlight after being chosen player of the tour on the record breaking invincible Kangaroo tour of 1982. In 1984 he was again voted representative player of the year and in 1985 was awarded the prestigious Rothman's Medal as the games best and fairest player.

Wayne captained the Club for seven seasons which included four successive Panasonic Cup finals (1985-1988) and two grand finals (1988-1989).

At Representative level, Wayne played fifteen State of Origins for New South Wales. He captained the Blues from 1985-1988 including the first ever State of Origin clean sweep in 1986. Wayne also played 18 test matches for Australia from 1982 before retiring from International Rugby League after a victorious World Cup final victory over New Zealand in 1988. During his evolving football career, Wayne completed a Bachelor of Science degree at the University of New South Wales where he focused his studies on the psychology of peak performance.

This knowledge was particularly useful when he commenced a professional coaching career with the Balmain Tigers whom he guided into a merger with Western Suburbs to form the Wests Tigers. His success as the Tigers coach led to his appointment as New South Wales State of Origin coach in 1999. Wayne coached the Blues to 3-0 whitewash over Queensland in the year 2000 to become the only person to both captain (which he did in 1986) and then coach (in 2000) a 3-0 series whitewash.

He has worked with a multitude of businesses across most industry sectors and his recent client list includes Suncorp, Bunnings, Optus, NSW Police Force, Commonwealth Bank, Coca Cola-Amatil, JP Morgan, John Holland Group and JP Morgan.

Wayne continues to be heavily involved in Rugby League in his leadership role as an Australian Rugby League Commissioner overseeing whole of game governance for the code of Rugby League in Australia.



### **Wayne Pearce talks about:**

Team Bonding Workshop: Before any significant improvement in teamwork can occur, individual team members must want to work together... but this important fundamental is often overlooked. Because people are social creatures by nature, we have a genuine desire to connect with others in our team and all we need is the right environment to do so.

Leadership Coaching Program: Great teams don't automatically happen. They need to be well led and well coached. The ability to coach and nurture staff is an important ingredient in developing and sustaining improved teamwork... but many employees evolve into leadership roles without any structured or formal training on how to motivate staff and inspire team excellence. This workshop presents the latest techniques, tips and leadership insights to help you become a workplace "supercoach".

Workplace Motivation Program: Most business systems are designed from a technical view-point and the motivational perspective is rarely considered. However, motivation can only be sustained in the workplace if it's built into the business systems. In this program works with management teams to increase specific employee motivators whilst reducing the demotivators that limit productivity.

Work-Life Balance Program: People's lives are getting busier all the time. Today's employees face a constant struggle to balance work responsibilities with personal and family commitments and they're looking to the workplace to provide some relief, support and practical assistance in their lives. Research shows that a healthy work-life balance reduces absenteeism, increases productivity and enhances recruitment and retention of skilled employees.

Personal Success Program: A lot of decent, hard working men and women travel through life wondering why they don't get the results their effort deserves. Although hard work is important, effort alone won't guarantee peak performance. Personal success is a matter of knowing what, when and how to use special triggers in our life. Unfortunately much of this information is never taught in our schools or colleges. Imagine how productive your workplace would be if all your employees could realise their true potential.

### **Client testimonials**

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“ Wayne's message was very appropriate to our conference. The content was very motivating, often amusing and always sincere and down-to-earth. We received many positive comments from the delegates - both moteliers and suppliers.

- **Golden Chain Motor Inns**

“ Wayne was well received by all the students and adults. The messages that Wayne conveyed were honest, realistic and inspirational to all. Wayne is a genuine, warm and friendly man who takes the time to speak to everyone.

**- Maitland City Council**

“ Our audience found Wayne very entertaining, but also his words of advice were listened to and taken seriously. We were very pleased with the result.

**- Ausco Systems Pty Ltd**

“ The teambuilding session was stimulating, provocative and personally challenging ... most importantly, my management team is now a better, stronger and much more aligned unit thanks to Wayne Pearce.

**- NRMA**

“ Not only is Wayne Pearce’s message so exciting and refreshing, his dynamic presentation style and practical approach to engaging issues is life, left me supercharged and my staff ready to meet new challenges.

**- Manchester Unity**

“ Wayne kept everyone focused including those with little knowledge of rugby league. Wayne was inspirational. He threw himself into our small event with much enthusiasm and came across as a very genuine person.

**- Railcorp**

“ As a direct result of the Wayne Pearce Advantage and its contribution to our business team, we are proud to announce that we have just received an AGM award as National Logistics Operation of the Year.

**- The Warehouse Group (Australia)**

“ Even people who were not football enthusiasts, were engrossed with his experience, knowledge, wit, 'down to earth' personality and just plain 'niceness'. He was delightful.

**- Suncorp Metway**

“ The audience loved Wayne. He had everyone captivated from the time he started to the end.

**- Renegade Gas Pty Ltd**

“ Wayne Pearce was a massive hit at our recent Sales and Marketing Conference. Wayne was extremely personable, making a lot of effort with the audience. His presentation was a perfect fit for our 'Game On' theme and he even customised the presentation to suit it. We would highly recommend him. Thanks so much Wayne, you had a really positive influence on our

Sales/Marketing/Technical teams.

**- Rondo Building Services**

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