



Picture courtesy of Martin Hambleton Photography

# JUST ONE THING

A PERSONAL DEVELOPMENT CONCEPT  
FOR 2020 (NORTH WEST)

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# INTRODUCING 'JUST ONE THING'

Just One Thing (JOT) is a brand new personal development concept based in South Manchester and centred around **communication skills**.

JOT recognises the fact that when you go shallow and try to improve a number of things about yourself, you don't make much progress. Much better to focus on a single thing, go deeper and make significant strides.

And then a funny thing happens - you realise you're getting better at OTHER things too!

Soft skills overlap.



“

Soft skills take time to develop.  
You don't learn how to ride a  
bicycle in a seminar!

# JUST ONE THING (KEY FEATURES)



Regular events in the South Manchester area



Professional facilitation by experienced host



Flexible and affordable way to develop key skills



Ideal for both business owners and company employees



10 different communication skills explored



Membership scheme with additional benefits

## 10 key skills

- Storytelling
- Networking
- Presenting
- Non-verbal communication
- Conversation
- Personality types
- Coaching & mentoring
- Emotional intelligence
- Facilitating
- Persuasion

# FAQ

## What are JOT events and how do they work?

Let's start by saying what they're not! They're not workshops – that's a bit serious and suggests there's a lot commitment, concentration and cost involved.

They're not networking events – that implies people go there primarily to develop new business opportunities (and sell). You'll certainly meet and connect with some interesting people, but please leave your business development hat at home!

These events are really **facilitated discussions around personal development**. They help us learn more about ourselves, stimulating an interest in self-improvement which will have an impact in our work and personal lives.

Each session focuses on one particular aspect of communication (see 10 soft skills list). The events provide expert analysis, tips and techniques, inspiration and an opportunity to share experiences in a safe and supportive environment.

## When, where and how much?

JOT events will be held throughout the year in the Manchester or South Manchester area. Dates and venues are circulated widely (one event per month, except holidays). Sessions normally run for about 2.5 hours during the day and include lunch.

There are two payment options:

- a) attend on a **pay-as-you-go** basis, paying £15 + VAT each time
- b) join as a **JOT member** and accelerate your progress (see below)

## Who can JOT benefit?

- **Self-employed business owners** - promote yourselves more effectively
- **Company employees** - develop soft skills alongside your technical knowledge

Introverts and extroverts can benefit equally; the format encourages learning and growth through different forms of participation. You can quietly absorb what you hear and it's up to you what you share openly with others.

# 2020 EVENT PROGRAMME

## March - November

| Date     | Time      | Venue  | Topic                       |
|----------|-----------|--|-----------------------------|
| 30 March | 12-2.30pm | Wilmslow Conference Centre,<br>Handforth, Cheshire SK9 3PE | Presenting                  |
| 20 April | 12-2.30pm | Crowe Clark Whitehill, Mount Street,<br>Manchester M2 5NT  | The art of<br>conversation  |
| 18 May   | 12-2.30pm | Wilmslow Conference Centre,<br>Handforth, Cheshire SK9 3PE | Non-verbal<br>communication |
| 22 June  | 12-2.30pm | Wilmslow Conference Centre,<br>Handforth, Cheshire SK9 3PE | Personality types           |
| 20 July  | 12-2.30pm | Wilmslow Conference Centre,<br>Handforth, Cheshire SK9 3PE | Coaching and<br>mentoring   |
| 21 Sept  | 12-2.30pm | Wilmslow Conference Centre,<br>Handforth, Cheshire SK9 3PE | Emotional<br>intelligence   |
| 19 Oct   | 12-2.30pm | Crowe Clark Whitehill, Mount Street,<br>Manchester M2 5NT  | Facilitation                |
| 23 Nov   | 12-2.30pm | Wilmslow Conference Centre,<br>Handforth, Cheshire SK9 3PE | Persuasion                  |

***Book via Eventbrite - contact Andrew for booking links***





# JOT MEMBERSHIP

## More support, more progress

*"You don't learn how to ride a bicycle in a seminar."*

It takes time and application to develop any skill. JOT events will make you feel a bit taller, wiser and more connected but you'll probably need more help to take those soft skills to the next level.

JOT provides a membership option, a 'personal development club' offering additional support. As a member you receive the following key benefits:

### Discounts

- 50% off the cost of attending JOT events
- 20% off the normal cost of private coaching with Andrew
- A podcast recording after each event, summarising key learnings
- An exclusive Members Only advice-line, via private Facebook Group

**JOT members pay a monthly fee of £12.50 + VAT.**



For more information on JOT  
please contact [andrew@andrewthorp.co.uk](mailto:andrew@andrewthorp.co.uk)



## Andrew Thorp

Andrew is an award-winning speaker, consultant and trainer specialising in the field of business storytelling. Based in North West England but working internationally, his clients include PwC, Swiss Re and the European Parliament, plus a range of UK SME's, individual consultants and professionals.



So much food for thought...you meet interesting people whilst being challenged to think about the way you and others communicate.

**Helen Barclay**

**JUST  
ONE  
THING**

A thoroughly inspiring way to spend an afternoon.  
I took away so many wonderful insights.

**Jonathan Cooper**