



SAFETY 'N ACTION

Safety 'n Action Staff Newsletter

28th September 2021

All

Your senior leadership team met today to review our business scorecard for August. The upshot is that we did pretty darn well considering the country went into lockdown on the 18th of the month.

This is testimony to two things; Firstly - the volume of innovation and our newfound agility in pivoting our delivery when business is interrupted - and secondly our strategy deployed 18 months ago, to bring revenue into each month earlier and faster, such that we had already banked a great deal of training revenue by the time it started to unwind with course cancellations.

So thank you to each and every one of you for working with us both last month and this.

We're all hoping and praying for Auckland to enter Alert level 2 - so we can get back to our semi-normal operating rhythm as a company and recover our lost ground.

Some further things to update you on:

1. Online clients now only have to re-sit questions they get wrong as opposed to the entire section. This change was made based on client feedback - and we responded. In addition on line students are now able to print out their own certificates for online courses except for ones needing record of learning checks, rather than waiting on us to do. This means they gain access to what they need that much faster.

2. We've hired a company called E Creators who specialise in online learning. As you know we've done very well ourselves with the products we've created for this platform - but the team have decided they want to be 'world class' - not simply the best in NZ. The learnings they provide we will then roll out to all other applicable online courses.

3. Some additional FAQ's on courses are being posted to our website as part of our continuous improvement plan for clients.

4. Bay of Plenty - the Tauranga division is going very well and is already at half of what we wished for monthly in training revenue. Thank you.

5. Our Australian online learning pilot is underway!! We've had a client participate in a course...so the next steps are to roll this out across their entire staff. Once we have a company-wide case study under our belt we will be set to market more broadly to others in Australia.

6. We bought a Kahoot game license this week - and it was great seeing many of you on the quiz Tuesday. We intend to keep these going post lockdown times as they are such a great way of connecting...so please do try and join the next one. Only takes thirty minutes and is good easy fun.

Sussan Turner





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Get To Know Our Team!

Meet our NEW head office team member!



I am Corne' Goodwin, a new member of the elearning team.
Born and raised in Johannesburg, South Africa. Relocated to New Zealand in March 2013.
When I'm not working.
I like to spend time in the gym, crafting, gaming, and doing lots of outdoors activities.
I don't watch much TV so if you're going to ask me if I saw something on TV the answer will most likely be no.
I do competitive sport and love a good challenge.

Trainer Introduction of the Month

Meet our NEW trainers!



Stuart Colquhoun

Hi I'm Stu, I grew up on a farm near Matamata and now live in Huntly.

Before starting with Safety N Action I was a health and safety manager for a commercial roofing company and before that I was a vocational pathways tutor. I've also worked in the defense force, agriculture and wood production.

My interests are food and music and I love riding my Harley Davidson, especially in summer.



Nico Prinsloo

Nico- I am very excited to be part of SNA One Team and will bring with me a skill set and background in agriculture, engineering, manufacturing and civil construction experience. H&S was always a big part of my work career, H&S become a passion and my current H&S career developed out of H&S involvement throughout my career

Hobbies- any outdoor activities, but tramping and fishing takes priority



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Safety 'n Actions top drivers!

Congrats on your prize to Safety n Action's top 3 Drivers for the second half of the year based on Risk Calculations.

Well done Des Ruru, Peter Bryse and Patrick Fenemor for setting the bar.

Keep up the good driving and holding our brand high. Thank you to all the other drivers keeping our roads a safer place. Watch out team Steve Wilton is currently the most improved driver over the last few months, he is gaining on you all...



Top Tips from your team

National Trainer Director Nick Matzopoulos' Top Training Tip

Tips on Making Training more effective and engaging

1. Be prepared. ...
2. Ask questions that encourage participation. ...
3. Use technology to encourage participation. ...
4. Connect learning to the 'real world' ...
5. Ask for feedback. ...
6. Be approachable...



Roni's Top Tech Tip!

To do this

Close a window or a menu.

Go to the Home tab.

Create a new message.

Send a message.

Insert a file.

New task

Delete an item (when a message, task, or meeting is selected). Delete

Search for an item.

Reply to a message.

Forward a message.

Select the Reply All option.

Copy an item.

Ctrl+Insert

Go to the Send/Receive tab.

Go to Calendar.

Create an appointment.

Move an item to a folder.

and select a folder from the list

Open the Save As dialog box on the Attachment tab.

Press

Esc

Alt+H

Ctrl+Shift+M

Alt+S

Alt+N, A, F

Ctrl+Shift+K

Ctrl+E or F3

Alt+H, R, P

Alt+H, F, W

Alt+H, R, A

Ctrl+C or

Alt+J, S

Ctrl+2

Ctrl+Shift+A

Alt+H, M, V,

Alt+J, A, 2, A, V





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Sales Updates

Sales and Marketing Director, Nicola Teal

Kia ora Whanau,

Wow what a month August was.. we experienced the early excitement of smashing August targets.. only to be knocked back by Covid.. This hasn't taken the wind out of our 'sales'/sails though!

We swung into action and deployed initiatives into market through different marketing streams.. PLUS, we have had all hands-on deck within the Sales and Customer Service teams connecting with customers (existing, new and prospective). When covid closed the classroom doors. the engagement with customers has been received well and a sizeable number of customers made the shift to e-learning / online options where possible. The virtual classrooms (live webinar hybrids) have also been a success. These have enabled customers to do theory now and a practical session when covid levels allow throughout NZ.

In addition, regional avenues including Councils, business networks (including Chamber of Commerce's) related to leverage their networks and our memberships to push our training options to broad audiences.

Hiren shares some success stories in the following article.

Something you can do... keep your eyes and ears wide open for opportunities, ideas, and a finger on the pulse of what is happening in market. Opportunities and ideas come from many sources including everyone within our Safety'n Action whanau.. here are some ways you can also help us continue to grow:

When talking with a customer / student / family / friends ... be curious and ask questions: Tell me about your environment..

- How are things going?
- Did you know we offer 100+ health and safety training course options?
- Did you know we can offer training in many ways.. through face to face, online as well as in our virtual classrooms (live webinar).

Feed opportunities back through to me: Nicola.teal@safetynaction.co.nz and our Sales Team will be in touch.

Feature: Director- Business Development, Education and Verticals, Hiren Sheth

Manawatu Chamber of Commerce:

With the help of Manawatu Chamber of Commerce, Nick Matzopoulos ran a fantastic, informational session about "what are the roles and responsibilities of the PCBU in relation to WHS and a safe workplace?" This allowed us to use a webinar platform to assist and inform members of the chamber about our chosen topic, throughout lockdown.

UoC – Success Story:

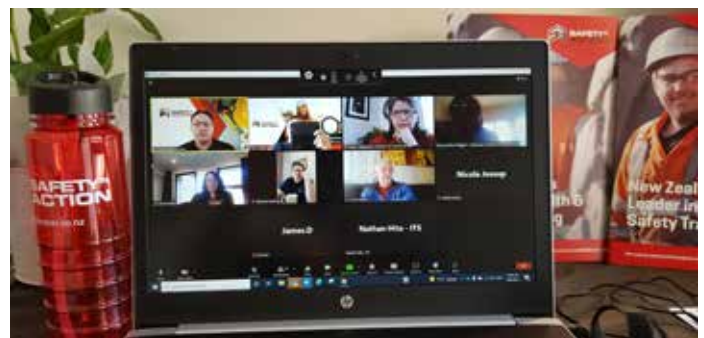
University of Canterbury and Safety n Action partnered to provide Live Webinar / Hazard & Risk Management Seminar to upskill students during Covid Lock Down.

They were very appreciative of our innovative ways to keep planned training go ahead for their students.

We delivered Live Webinar for 2 days covering more than 60 learners who actively participated with ease.

It was a fantastic team effort from all front coordinating entire logistics covering Admin, Operations, Schedule, and training team to deliver successful training experience for our value stakeholders.

Overall positive feedback and smoothness training delivery transition help us keep valuable client and revenues with help of our leading digital/blended program offering and innovation.





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Product Updates



Construction Site Access – Online course has been launched and is up and running.



Sling regular load safely online – This has been raised as our top 4 online seller and has a lot of complaints, so this has now been prioritized to get this looked at and sorted out.



Schools Health and Safety in Construction (the first new schools one)– New course has been completed and is in ONE FOLDER for trainers to upskill.

Marketing Updates

In the marketing space, we have had a very exciting competition taking place for our young supporters! We released a colouring competition so assist our customers with keeping their young children occupied throughout lockdown. Below are some of the adorable responses.



Social Media

For all of our social media pages, we have had to act fast to keep up with the ever changing training environment depending on alert levels. A large amount of our advertising has been directed towards the elearning courses we have on offer, closely followed by each region that has opened up again post Level3





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Safety 'n Actions Home Bakers!

We are on the search for Safety'n Actions 'BEST'.. and possibly 'worst' kitchen 'creations'... There are a couple of lock down stories that have inspired us...

Northland Trainer, William Lightfoot's delicious bread... WOW!

"I started to bake. Making some scones and my specialty now! CRUSTY No-Knead bread

It's delicious"

[CLICK HERE to see the recipe](#)

CEO, Sussan Turners household cooking 48 different meals over lockdown... WOW! (the goal to not cook the same meal twice... the have nearly managed it.. however spag bol featured a couple of times.!

Are you up for the challenge... whether you are in Level 2 or 3... you are invited to submit your kitchen 'creations' for award to be judged by a guest decision maker... no need to submit the actual goods.. just a photo will do.



Conditions of entry:

You must feature in the photo with the 'creation'
Entries close: 11 October.

Email submissions to Amy Lear.

Winners announced 15 October

Fun prizes to be awarded to the BEST.. and most CREATIVE

Calling Safety 'n Actions Home Bakers!

Share with us your best/worst lockdown creations.
A guest judge will pick a winner from each category

Send your submissions to amy.lear@safetynaction.co.nz
by 11 October Winners announced 15 October.



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Safety 'n Actions Step Challenge

We are a step away from October so how about stepping up to the 1st Safety'n Action Step Challenge we have calculated how many kilometres there are between each of our 13 training locations.. how far do you think you can go?

How to Play?

- Competition starts 12.01am 1st October and ends midnight 31st October
- Download the free mobile app: StrideKick
- Simple to use and create your profile.!
- The app allows 10 people per 'group' ... don't worry about what group you are in.. we will collect all of the individual results 1 November.
- Register your interest with Amy - amy.lear@safetynaction.co.nz by midday 30 September and make sure your app is downloaded and ready to go.
- Prizes for 1st place (the person who does the most steps) plus random lucky prize draws.

Safety 'n Action Step Challenge!

Whangarei to Albany: 152km
Albany to East tamaki 33.8km
East Tamaki to Morrinsville: 123km
Morrinsville to Hamilton 34.9km
Hamilton to Mount Maunganui 116km
Tauranga to New Plymouth 318km
New Plymouth to Palmerston North 235km
Palmerston North to Wellington 144km

