



Greg Fellows
ILP Fellow

Experience Summary

Greg Fellows is one of Australia's leading specialists in behavioural change. As a Certified Master Coach and Nationally Accredited Trainer, he is dedicated to helping his clients succeed by assisting them to create focused and goal directed lives.

Greg believes passionately in the enormous, untapped potential that resides within each person and is committed to providing individuals and corporations with tools of knowledge and skills they can use to unlock this potential. Greg is an accomplished entrepreneur having owned several successful businesses across a variety of industry sectors. Greg has developed his skills through many years of experience in the fields of training and personal development, retail, hospitality, recruitment, human resource management, sales and marketing, tourism and business consultancy.

Greg coaches small to medium business owners on how to facilitate change in their organizations to increase profits and achieve success.

Over the past fifteen years, Greg Fellows has acquired a wealth of experience and expertise in small to medium business operations, management, and marketing. Greg now has the privilege of being able to pass on his knowledge and expertise on small and medium business 'best practice' to businesses seeking the right kind of advice to enable them to take their business to the next level and beyond.

As a result of Greg's personal experience in small business, he understands the demands and pressures on small business owners, and takes a very pragmatic approach to finding solutions which work in real time and according to real financial scenarios.

Greg's successes have included clients recording 400% increases in revenue, and profit gains of over 30%, whilst reducing staff turnover and increasing productivity levels.

Greg is a Certified Master Coach in behavioral, evidence based, coaching. Trained and certified by the Behavioral Coaching Institute, (B.C.I.) under the guidance and experience of Suzanne Skiffington, Phd. BCI's Director of Education, Geoffrey Abbott, Phd. Faculty Team Leader, and Judith Chapman, Phd. Senior Facilitator and Associate Professor of the University of Western Sydney.

In addition to working one-to-one with private clients, Greg facilitates the delivery of small group seminars and workshops to the public, corporate clients, through registered training organisations and community colleges.

Areas of Expertise

- Performance Improvement - Goal Setting & Motivation
- Training & Facilitation Skills
- Behavioural Coaching – Executive/Small Business
- Interpersonal & Business Communication Skills
- Leadership Development & Skills Training
- Team Development and Performance Management
- Small Business Development
- Change Management
- Human Resource Management – Recruitment Solutions

Industry Experience

- Enterprise RTO Management and Consultancy
- Business Development
- Cultural Change and Transformation Projects
- Employment Services – Recruitment Solutions
- Business Systems Development – Policies & Procedures
- Brokerage, coordination and delivery of Australian Government Funded Training Programs

University, Training & Industry Qualifications

- Diploma in Human Resource Management
- Graduate Certificate in Applied Coaching
- Certified Master Coach – Behavioural Coaching Institute
- Certificate IV in Facilitation (currently completing)
- Certificate IV in Training & Assessment
- Certificate IV in Workplace Training & Assessment
- Certified Personality Compass Type Instrument (PCTI) Consultant
- Train the Trainer - AHA
- Certificate IV in Small Business Management
- Undergraduate studies in Psychology
- Justice of the Peace in the State of New South Wales

Career Achievements

- In 2007 Greg received an award from the Governor General of Australia, Major General Michael Jeffrey on behalf of the Shoalhaven Area Consultative Committee for Dynamic Solutions' significant contribution to economic activity in the region.
- In 2007 Greg was recognized as a State Finalist in the 2007 Small Business Champion Awards.
- In 2008 as managing director of Dynamic Solutions Greg received a nomination for the 2008 Telstra Business Awards.
- Greg is the current president of the Shoalhaven Business Chamber – Southern Area.
- Having owned and managed several successful small business enterprises.

Testimonials

"Greg has helped me to realise the true value of my products and services. He has also given me a new and exciting understanding of business principles by combining a holistic approach with innovative and practical systems. I would recommend Greg's services to any new or growing enterprise."

Peter Sisinni - Shoaltrain NSW

"Greg Fellows is the only business coach to consider.... He has recently won a regional business award and is becoming recognised as the leading coach in the area. His enthusiasm and energy is infectious and will take your business to the next level."

Dr Greg Chapman - Director - Australian Business Coaching Club

"When I first met Greg Fellows from Dynamic Solutions, I was sceptical. I mean, I already know how to run my own business, why should I pay someone else money to tell me what I already know?"

A leap of faith, and I made the decision and booked some sessions with Greg.

My business client base and turnover is now increasing at a great speed and my clients are getting even more value than they were before I started. I am able to use Dynamic Solutions' systematic way of operating to better manage my business. The decision to start with Greg was probably the best thing I could have done for my business and myself. I now have clear, focused goals, and the tremendous knowledge and support of Greg empowering me to reach those goals. I cannot recommend Dynamic Solutions highly enough. They deliver more than you could imagine in the most courteous and professional way.

Dynamic Solutions don't just make a difference; they make a real difference..."

Warren James – Matrix Safety Systems

"Greg was and still is always willing to help out and offer advice on situations, float ideas and give opinions about the daily operations. His role within my organisation was very motivating to not only me but my staff as well, for which I am very appreciative."