

ve
Space
CASE STUDY



Eagle's Flight

veSpace Summer Conference

VESPACE COMPANY CONFERENCE

veSpace's first Company Conference, held at Hilton Heathrow Terminal 5, was themed 'Winning With Sales'. The Senior Leadership Team took this opportunity to introduce the Company to their latest three-year strategy to streamline operations and maximise success.

Anita Lowe, CEO, was keen to make the team building activity at the conference something that everyone would learn from. After knowing Simon for a number of years, Anita knew that Eagle's Flight would be the perfect team to bring everyone together whilst learning valuable lessons.

As the conference had a focus on sales and teamwork, the veSpace team got an activity that allowed them to work in small teams together to sell and trade products to other teams to make profit.



Introducing Eagle's Flight...

OVERVIEW

Simon Percival, VP of Eagle's Flight, describes the work they do and why he's so passionate about it:

“What's not to love? First of all, because of what we do, we tend to work with organisations that deeply care about their employees. Everything around the business landscape right now is retention and engagement and attracting great talent.

So, we usually walk into a room where people already know that whatever it is that they're doing is going to be really good, it's going to be memorable but most importantly, they're going to learn something to take away.

At Eagle's Flight we focus on helping organisations navigate change. So, we look at what the behaviours are that serve us well today and if they support what we're trying to do around our business ambition.”



Hilton Heathrow T5



Teambuilding
Training Session



60+ delegates

WINDJAMMER

- The team was split up into 12 teams of three or four people and each given a colour of rope and clips. Teams had to produce specialised Windjammer sailing products and sell them to Simon. Each team had to trade their colour of rope with other tables to get the required colour for each product. They began with a pouch of \$5000, 15 ropes, 15 clips, information cards, and a calculator. The team that made the most profit won.
- During the 50-minute session the energy in the room was electric. Teams were running around room buying and selling materials. Everyone was fully committed to winning and making as much profit as possible.
- After the session, teams tallied up their profits and handed them to the SAILS crew. Teams then reflected on how they did, what their strategy was, where it went right or wrong, and what they would have done differently. Success depended on knowing the product, cost and worth.



WHAT WAS IT ALL ABOUT

The purpose behind Windjammer

As business environments evolve, often it's identifying what the next type of behaviours are or how do we need to be better at certain behaviours. Whether some are leaders, or an individual contributor, we will start all about changing behaviour. So, we think about what we can do to make people build a conviction and want to take ownership of doing things differently. If we do things differently to align to what we're trying to deliver for our business, then the business can be successful and I'm going to be successful in the business.

With this thought process in mind, the team was asked what they thought the exercise entailed:

- Forecasting when to sell
- When to say no
- Time Management
- Communication
- Teamwork
- Recognising our own products' worth
- Identifying strengths
- Negotiation





The session with veSpace was great. I've known Anita for a long time, and I always look forward to working with the team because every single piece of detail will be buttoned down. You know even if there are things that we think we might forget on the day, the veSpace team have already got it ready to go. It's that preparedness and attention to detail but it's the people who make veSpace what it is. It's that passion and enthusiasm to really want to be at their best all of the time. But overall, it was a wonderful experience today, I look forward to some more high energy team building with the them again.

Simon Percival
VP, Eagle's Flight



Wow, what an amazing, exciting session with Eagle's Flight. I stepped out for the game and watched everyone take part, and I was so impressed with their enthusiasm and commitment to the session.

The Eagle's Flight team were super. They are all so passionate about what they do. These types of team building sessions are so valuable to businesses like ours. As not only do they bring us closer together, creating stronger relationships, but they teach us about skills like strategic planning and time management.

Anita Lowe
CEO, veSpace



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