

## **Mark Ternent** is a strategic thinker, change agent and team builder with a long history of success behind him.

“Results Oriented” sums up his attitude and he sees organisational success following from clear vision, effective leadership, engaged and happy people, functional systems, and a clear understanding of who the organisation serves and how it adds value.

He enjoyed a high flying career as a Navy officer in supply chain / support, leadership, management and training roles. This time included seven years on ships and five years posted overseas. He built and led high performing teams, re-organised several functional areas, successfully conducted several significant projects and became known as someone who got things done. For these and other results he was promoted to a senior rank at an early age and ahead of any of his peers, spending his last three years in the rank of Commander as the Director of Logistics in Defence Headquarters in Wellington, where his responsibilities included being the head of a branch of 450 people; the youngest member of the Navy’s first Strategic Planning Team, and a designated Champion for Business Excellence organisation-wide.



Success continued in his move from corporate to small and medium businesses as a self-employed business coach with the world leading Action International (now ActionCOACH) business coaching franchise. After a few months getting established he was a consistent top performer throughout his five years. He was one of a relatively small number of Platinum Mentor Coaches and one of *Action’s* most experienced coaches with over 3100 hours of one-on-one professional business coaching helping to develop over 40 businesses, their owners and teams, in a wide variety of industries.

He has been recognised many times in his life, including nationally in the New Years Honours List 1998 when he was made a Member of the New Zealand Order of Merit for his work in the New Zealand High Commission in London as the Purchasing Manager for Europe. He holds a Bachelor of Business Degree with a Management Major which he completed in 2002. Within *Action*, he received several Awards both from New Zealand also internationally. The Award he is most proud of is the New Zealand Coaches Choice Award he received in 2006.

In other interests he has been a member of the National Panel of Evaluators of the New Zealand Business Excellence Foundation; an assessor for the Kapiti-Horowhenua Business Awards and now serves on the Board of the awards sponsoring organisation. He has been an official representative of New Zealand overseas both professionally and diplomatically and been an honorary aide to the Governor-General of New Zealand. He is a member of the NZ Institute of Directors, and currently the Chair of the Kapiti Chamber of Commerce, having been instrumental in the rapid growth of membership and profile of that organisation over the last four years.

Mark now works with organisations wherever results are wanted, and change is needed. His skills range from acting as an outside experienced business advisor, through business coaching to consultancy to achieve specific projects or goals. His particular speciality is getting organisations focused, energised and moving down the right track – this includes strategy and planning, building high performing teams and leadership position coaching. He brings a ‘keep it simple’ approach to focus on what is needed to get the results desired. He brings his wide business and organisational experience and especially his ability to relate to and inspire people and build great teams. As well as working with clients, he is also the Managing Director of Get the Best Ltd, an upcoming professional IT support company based in Kapiti and serving the wider Wellington and Horowhenua regions.

Mark likes to have fun in his work, and respects his clients and colleagues, challenging them to think in different ways for greater results. He believes good business is a critical part of New Zealand’s future prosperity and a vital part of a healthy community, and that an experienced and holistic outside advisor can add significant value to businesses and organisations wanting to progress.