



Evelyn Olivares

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As a passionate, seasoned professional with a rich and rewarding work history and considering my experience in training, coaching and mentoring, I'm excited to help empower people to fulfil their potential. I believe my level of expertise aligns beautifully with the requirements listed in the offer of Bright Spark Recruitment and feel I can assist students on their real estate journey by improving mind-set and reflecting harmony, balance and wellbeing both within and without.

After all, if you're in real estate, you're in the people business.

Years in industry	- Real Estate agent	2004 - present
	- Leadership & Coaching	2005 – Present
	- Work Place Trainer & Assessor	1998 – Present

Skills

- Leadership and Communication coach
- NLP Master Trainer & Practitioner
- Life Coach
- Deploying Wisdom and Innovative Teaching to drive ambition

Professional Experience

EVELYN OLIVARES – www.evelyn.id.au and - www.realfocus.com.au

TAFE NSW Teacher: Meadowbank- Hornsby – Granville - Bankstown Campuses 2004 - 2025
Real Estate licensing, CIV & Diploma plus Diploma of Leadership & Management

Real estate agent working with franchise groups Raine & Horne Carlingford & PRD Pymble
Plus business owner of OnHolidays on the Central Coast managing prestige properties.

Contractor and consultant: Speaker, Author, Life Coach, NLP Master Trainer of Trainers,
Archetype Coach and Hypnotherapist - 2009 to present

Creator of Archetypes of The Enneagram 'Dance of The Dragon'TM coach training and
Leadership Evolves programs;

Commbank Leadership Conference NIDA 2016	Leadership Evolves Coach Training & Licensing	Inspiration matters
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EVELYN OLIVARES – *Programs & Workshops:*

- Trainer & assessor, individual & team performance coaching onsite & public workshops
- Leadership Evolves Program
 - High Performing Teams - Emotional & Social Intelligence in Leadership
 - Excellence Assured Sales Strategies
 - Negotiate & Communicate with Influence

Coach Training Programs:

- NLP Practitioner & Master Practitioner accreditation (approved by (www.nlpaa.org.au)
- Diploma of Coaching training accreditation & developing Leaders
- Archetypes of The Enneagram collection. <https://evelyn.id.au/videos/>
- **Executive coaching:**
 - Passion & Purpose Mindset coaching
 - Relationships coaching
 - Business /Career coaching

Still evolving... Life is an epic adventures

My Vision

LIVING THE DREAM- playing my part in creating the most outstanding sculptures of those whose lives I touch, and those I am yet to meet.

My Mission

To help people out of the shadows and into the light.
To INSPIRE – MENTOR - EMPOWER people to accelerate success
and grow with passion and purpose

My Values

What keeps me going!

- **Passion & Purpose** – Helping others dig deep, finding a way to push through their challenges and blocks to triumph. Passion and Purpose generates an immortal surge of, excitement and vitality that nourishes and ignites a fire within driving me in my quest.
- **Integrity** - Honesty and open channels of communication is a must. Without mutual trust, there is no relationship.
- **Respect** - I look upon those whose lives I touch as special and unique. This rewards me with the power of generating goodwill, happiness, and achievement,

which allows me to see what unique perspective, knowledge, and insight they can offer.

- **Excellence & Personal Growth** - Striving for the highest personal achievement in all aspects of training and coaching. At the end of the project, there must be some form of personal growth, benefit, and reward for my student and for me.
- **Power – Authority -Freedom** - I perform at my best with the authority to make decisions and the autonomy to delegate; take necessary steps important in order to plan and implement the best solution for the best possible learning outcome.

My Strengths

It's my belief that in business, the culture of an organization shapes the spirit and level of motivation of its people; ultimately, it determines the level to which the people are prepared to play in reaching their own potential.

As a facilitator of personal and professional development, I am able to assist in aligning organizational culture, with teams and individual strategies to levels where momentum is generated by building a strong platform for increasing performance and achieving results in both business and ongoing development in personal relationships and wellbeing.

My Current Status

2026 continues to support the realization of my vision of working with individuals to revive their ability to express their lives as they truly wish it to be.
 Bringing them into the light where they find clarity and inspiration
 encouraging them to step up into a personal adventure that
 has them profit from more choice, direction & energy in
 the way they create their experience of life
 - moment by moment.

Experience

TAFE NSW – Meadowbank- Hornsby – Granville - Bankstown Campuses 2004 – 2025
Vocational and Training Provider

Part time teacher Real Estate – Leadership & Property Services - Jul. 2004 – 2025

Duties:

- Create student learning material relevant to national training package units
- Deliver certificate and diploma level training of BSB and CPP national training packages
- Students can gain access to webinar series currently utilised by industry professionals

Major Achievements:

- Offer bonus learning sessions and pre-assessment tuition - value add

Reason for leaving: Retired

ESTATE AGENTS COOPERATIVE – Rosehill

Industry specific association and service provider to the Real Estate industry Aus & NZ

Dual role held | EAC National Trainer & AAA General Manager, Feb. 05 - Apr. 2009

Duties: EAC National Trainer

- Portfolio Technical Writer - industry software (Red Square & Market Manager CRM)
- Deliver software training public, on-site and phone support (membership 3,500+)
- Key influencer on management team for evaluation & development third party products

Duties: AAA General Manager - RTO**[Australian Agency Academy – Registered Training Organization]**

- Day-to-day management of the RTO including:
 - Assisted team members with compliance tasks, business development & innovation
 - Identified & manage risks that could potentially affect the RTO's scope & performance
 - Risk management and OHS/WHS
 - Measured & monitored continuous improvement of individuals and teams through in-house performance reviews and incentives
 - Accountability and networking to clients, board of directors, and shareholders

Major Achievements:

- Increased repeat and new business for certificate and licensing as well as CPD training

Reason for Leaving:

The EAC board of directors made a business decision to cease trading of the educational arm (AAA) of the business and outsource it to another industry RTO.

Personal References

Fran Simon – Head Teacher TAFE NSW. frances.simon1@tafensw.edu.au 0409 851 465

Peter Poulos – Homeworld Bankstown (client) ppoulos@hwrg.com.au 0419 424 494

Don Harb – (EAC) National Property Group dharb@nationalpropertygroup.com.au 0405 130 830

***Sooner or later one discovers that it is you that is the master-gardener of your soul
and the director of your life. -James Allen***