

Growing the next generation of leaders

Southern Plants (Mornington Peninsula, VIC)



As a third-generation family business, Southern Plants has been growing natives, shrubs & perennials for over 80 years.

A trusted Bunnings supplier for over 30 years (since they first opened in Victoria in 1994), Southern Plants recently established a new leadership team as the business continues to grow.

Through the **Bunnings Green Shoots Program Capability Building grant**, Southern Plants invested in practical leadership, finance and sales training through the Australian Institute of Management, helping build the skills and confidence of both current and emerging leaders.

Early results are promising:



More confident
leaders



Improved mentoring
and feedback
conversations



A shared
language
for leadership





Training undertaken

(via Australian Institute of Management)



New Leader Program



Finance for Non-Finance Managers



AIM Sales Bootcamp



Manage People Effectively

Hear from Nathan Palmer GM Finance & Information Systems



On the Capability Building grant

"The Green Shoots Program came along at exactly the right time. We'd recently developed a new leadership team and wanted to invest in their development as the business continued to grow. Making sure they have the right skills and confidence is a priority for us, and the grant has made that investment achievable."



On the benefits of the training

"Our managers have come back with practical tools they're already using every day, particularly around mentoring and having more constructive conversations with their teams. We've created a shared language around leadership that's helping us work more consistently across the business."



On working with AIM

"AIM were excellent to work with. The enrolment process was straightforward, communication was clear and the virtual delivery meant our team could complete the training without spending long periods away from the nursery."



Advice to other Bunnings growers

"We'd absolutely encourage other growers to apply. Investing in your people can be difficult to prioritise, especially in smaller family businesses, but the Green Shoots Program makes it much more achievable. The benefits start flowing back almost immediately."

