

BUSINESS CATEGORY	SPECIFIC EXPERIENCE – PITCH PROPOSITION
At a Glance	<ul style="list-style-type: none"> • Owned 13 companies over 30 years • Franchise expert • Former Global President of The Entrepreneurs' Organization www.eonetwork.org • National Network Television and Radio business talk show host and media personality in the USA and Australia • Amazon bestselling business author • Certified Speaking Professional (CSP) • Spoken in 26 countries
Advertising and Marketing	<p>Owned an advertising agency and a marketing consultancy business for a number of years. Built the businesses to \$6,000,000 in billings in three years.</p> <p>Owned a recording studio specialising in the creation of advertising jingles.</p> <p>Won various national advertising awards mid 80's to early 2000's.</p> <p>Been a leading marketing consultant to many multiple outlet retail brands / franchise brands / corporate brands specialising in local area marketing and relationship marketing.</p> <p>Written a book on marketing – 'How to get <i>THE EDGE in marketing your small business</i>'.</p> <p>Signature keynote – "Revenue Through Relationships - developing significant customer connection".</p>
Aged Care / Care Management	<p>With the aging population in North America this sector has been a hot spot. Key topics include; leadership, staff recruitment and retention, marketing in a cluttered market. Spoken at;</p> <ul style="list-style-type: none"> • ComForCare • Comfort Keepers • Home Helpers • HomeWatch Caregivers • Interim Healthcare • One Call Care Management • Right At Home • Senior Helpers • Synergy Homecare
Associations / Institutes / Organizations	<p>Spoken at numerous events including;</p> <ul style="list-style-type: none"> • Million Dollar Round Table (MDRT) – Main Platform Opening Keynote • American Mold Builders Association • American Sports Builders • Australasian Mutuals Institute • Building Services Contractors Association

	<ul style="list-style-type: none"> • California Special Districts Association • Caravan Association • Chamber of Commerce • Cleveland Owners of Small Enterprise (COSE) • Council of Smaller Enterprises • Credit Union Association • EASA • Franchise Brokers Association • Franchise Business Network • Franchise Council • Hire and Rental Association • Independent Lubricant Manufacturers' Association • Independent Medical Distributors Association • Institute of Management • International Association of Speakers Bureaus (IASB) • International Car Wash Association • Manufacturers Association For Plastics Processors • Master Electricians Association • Mechanical Service Contactors of America • Meeting Professionals International (MPI) • Modular Building Institute • Mortgage and Finance Association • Mortgage Institute Association • NARPM • Pharmacy Guild • Professional Convention Management Association (PCMA) • Project Managers Institute Asia Pacific • Project Managers Institute Canada • Project Managers Institute Houston • Project Managers Institute Italy • Project managers Institute North America • Project Managers Institute Poland • Restaurant Facility Management Association of America • United Contractors Association • Women's Foodservice Forum • World Sign Association • YPO / EO / CEO
<p>Automotive</p>	<p>Consultant to numerous automotive groups on customer engagement, leadership and business development strategy. Spoken at automotive events in 3 countries. Clients include;</p> <ul style="list-style-type: none"> • Auto Masters • Big O Tires • Goodyear • Honda • Kia • Macco • Merlin 200,000 Miles • Michelin • Toyota
<p>Banking and Finance</p>	<p>Engaged to speak at many finance and banking events addressing general audience on Future/Change, internal middle management on Leadership, or conducting a series of keynotes / workshops over the course of a year.</p>

	<p>Main platform opening morning keynote for the Million Dollar Round Table (MDRT) event. 7,500 attendees.</p> <p>Addressed brokers and clients on Future-Proofing their business through a series of 'road show' events. Clients include;</p> <ul style="list-style-type: none"> • AMP • AXA • Credit Union Association • Deutsche Bank • ING • Liberty Tax • Mass Mutual • Merrill Lynch • Mortgage And Finance Association • Mortgage Institute Association • PriceWaterhouseCoopers • Qoin
<p>Children / Youth Market</p>	<p>Was a significant shareholder in one of Melbourne's largest children's playground hire companies.</p> <p>Spoken at the following conferences:</p> <ul style="list-style-type: none"> • Engineering For Kids • Goddard Schools • iNine Sports • Jump Bunch • Pump It UP! • Soccer Shots • The Little Gyms • The Rainbow Station
<p>Entrepreneurship / Business Growth / Future / Change</p>	<p>Owned 13 companies over 30 years.</p> <p>Member of the Entrepreneurs' Organization. www.eonetwork.org</p> <p>Global President of the Entrepreneurs' Organization 2006/7.</p> <p>Developed the strategy to build a business in the United States from a standing start to US\$50M in annual revenue in 5 years.</p> <p>Written an Amazon bestselling business book – 'Future-Proofing Your Business, real life strategies to prepare your business of tomorrow, today'.</p> <p>Signature Keynote – "Future-Proofing Your Business – Real life strategies to prepare your business for tomorrow, today."</p>
<p>Fast Food General / QSR</p>	<p>Business development consultant to international brands including;</p> <ul style="list-style-type: none"> • Baskin Robbins • Eagle Boys Pizza • Hogs Breath Café • Subway • Wendy's <p>Spoken at their conferences on Marketing and Future-Proofing Your Business.</p>

	<p>Speaking clients include:</p> <ul style="list-style-type: none"> • Baskin Robbins • Buffalo Wings & Rings • Café BBs • Capriottis • Coffee Club • Donut King • Eagle Boys Pizza • Hogs Breath Café • Hungry Howie's • Hungry Howies • International Pizza Expo • Papa Murphy's Pizza • Pita Pit • Red Rooster • Smoothie King • Subway • Sweet Peppers Deli • Taco Johns • Tropical Smoothie • Wendy's • Wingstop
<p>Franchise</p>	<p>Been a leading franchise business consultant for 25 years consulting to over 300 brands in 6 countries.</p> <p>Spoken on franchising and franchise related topics to potential franchisees, franchisees and to franchise groups in 16 countries.</p> <p>Been a franchisee twice, and more recently a franchisor.</p> <p>Been the host of two hugely successful national network Franchise Business Television shows, <i>'Inside Franchising'</i> and <i>'Don't Come Monday'</i>.</p> <p>Icon speaking clients in the Franchise space include:</p> <ul style="list-style-type: none"> • 1800 Flowers • 7 Eleven • Action Coach • Altitude Trampoline Park • American Express Travel • Annex Brands • ASP Pools • Baskin Robbins • Bath Fitter • Big O Tires • Buffalo Wings and Rings • Cartridge World • Choice Hotels • Citywide • Coldwell Banker • ComeForCare • Complete Nutrition • Cyclebar • Elements Massage

	<ul style="list-style-type: none"> • EmployBridge • Fran Net • Franchise Brokers Association • Franchise Business Network USA • Franchise Council of Australia • Franchise Council of New Zealand • FranConnect • Garage Experts • Gold's Gym • Goodyear • Great Clips • Hairhouse Warehouse • Hertz • Homewatch Caregivers • Honda • Hungry Howie's • Jan Pro • KIA • Liberty Tax • Lighting One • Lowes Home Services • Maaco • Massage Envy • Merlin 200,000 Miles • Motel 6 • NAI Global • Orange Theory Fitness • Pack Mail • Papa Murphy's • ProSource • Prudential • Pump It UP! • Rainbow Station • Realmark Real Estate • ReMax • Right At Home • Spherion • Steomatic • Subway • Taco Johns • Thrifty • Toyota • Tropical Smoothie • True Value Hardware • Wendy's • Wingstop • Wireless Zone • Zaxby's <p><i>Signature Keynote – "Future-Proofing Your Franchise - how to have your franchise of tomorrow, today."</i></p>
<p>Global Business</p>	<p>Spoken at events for the following sample of global companies:</p> <ul style="list-style-type: none"> • 7 Eleven • Baskin Robbins

	<ul style="list-style-type: none"> • Chevron • Choice Hotels • Coldwell Banker • Coles • Fisher & Paykel • Fosters • Gold's Gym • Goodyear • Hitachi • KIA • Microsoft • Merrill Lynch • MDRT • PriceWaterhouseCoopers • Prudential • Riviera Boats • Subway • Toyota • Wydham Hotels <p>Developed the Entrepreneurs' Organization throughout Asia Pacific and the Middle East in the mid / late 90's.</p> <p>Spoken and consulted to businesses in Asia Pacific for 25 years.</p> <p>Spoken in the following counties:</p> <ul style="list-style-type: none"> • Australia • Bangladesh • Canada • China / Hong Kong • Fiji • Germany • India • Indonesia • Italy • Japan • Korea • Malaysia • Mexico • New Zealand • Poland • Singapore • Sri Lanka • Taiwan • Thailand • The Philippines • UAE • United Kingdom • USA • Vietnam
<p>Hospitality</p>	<p>A lead speaker for six years at Australia's top hospitality group Australian Hospitality and Leisure group (Fosters).</p> <p>Lead keynote at the Choice Hotels Asia Pacific annual conference 2 years running.</p>

	<p>Addressed the Asia Pacific leadership of the Wyndham Hotels group on a number of occasions.</p> <p>Addressed Choice Hotels, Motel 6, and Commune Hotels and Resorts in the USA.</p>
<p>Legal / Accounting</p>	<p>Partnered with many legal and accounting firms conducting breakfast and lunchtime keynotes to their clients on business topics of the day.</p> <p>Addressed the PriceWaterhouseCoopers New Management Conference.</p>
<p>Media - TV / Radio / Print</p>	<p>Worked in radio for six years as a top rating host, production manager and programme manager.</p> <p>Been the host of 2 national network business television shows. <i>Don't Come Monday</i> and <i>Inside Franchising</i>. Both shows were number 1 in their timeslots.</p> <p>Host of Cable TV Talk show – <i>Gettin' Down 2 Business</i> on the BizTV Cable Network and TiVo in the USA, into 30 million homes</p> <p>Current regular guest Co-Host of <i>The Big Biz Show</i> – CBS Talk Radio Network, Business Talk Radio Network to 1.5 million radio listeners, and simulcast on the BizTV Network YTA Network into 80 million homes across the USA.</p> <ul style="list-style-type: none"> • Regular business commentator on SKY Business TV. • Regular business commentator on NBC, CBS, ABC and FOX affiliates. • Spoken at numerous Inc. Magazine events in North America. • Owned a business that sold syndicated programmes to radio stations across Australia. • Owned a recording studio. • Nominated for an ARIA (Australian Record Industry Association) award. • Recipient of many radio production awards in the early/mid 80's. • Recent pilot orders for new programming on Food Network and CNBC.
<p>Multi outlet retail</p>	<p>Worked with one of Australia's leading retailers Coles Myer for 6 years.</p> <p>Worked with one of the world's leading travel retailers, Flight Centre, addressing their global sales team 2 years running.</p> <p>Worked with numerous multi outlet retail franchise chains.</p>
<p>Pizza</p>	<p>Worked as a business consultant to one of Australia's leading pizza brands, Eagle Boys Pizza, for over a decade. Helped develop their business from 6 outlets to over 100. Addressed their conference on multiple occasions.</p>

	<p>Was an Eagle Boys Pizza franchisee for 3 years and sold the store for 30% more than we paid for it - in the middle of a pizza war.</p> <p>Keynote presenter at the International Pizza Expo on change, marketing and leadership.</p> <p>Keynote presenter at the Papa Murphy's annual conference.</p> <p>Keynote presenter at the Hungry Howie's annual conference.</p>
<p>Pool Industry</p>	<p>Consultant to Australia's leading pool services company PoolWerx for 20 years. Spoken at their conference for 17 years as lead keynote.</p> <p>Global Chairman of The Board for Poolwerx, with the portfolio of developing their international expansion strategy.</p> <p>Founding shareholder of the American arm of Poolwerx, with 40 retail stores and 250 mobile units operating in the USA. Built the business from a standing start to a US\$50M revenue business in just under 5 years.</p> <p>Spoken at America's Swimming Pool Company (ASP) as opening keynote.</p> <p>Spoken at the International Pool And Spa Expo.</p> <p>Spoken at the Carecraft Annual Convention.</p>
<p>Real estate</p>	<p>Consulted to most of the Australian franchised real estate groups and some of the leading USA groups on business operations, sales, marketing and leadership, and spoken as a lead keynote at their annual conferences.</p> <p>Owned a leading real estate agency in a franchise group.</p> <p>Owned a property development company.</p> <p>Core real estate clients include:</p> <ul style="list-style-type: none"> • Coldwell Banker Real Estate • First National Real Estate • Harcourts Real Estate • LJ Hooker Real Estate • McGrath Real Estate • NAI Global • NARPM • Nationwide Real Estate • PRD Real Estate • Prudential Real Estate • Raine and Horne Real Estate • Real Estate Institute • Realmark Real Estate • ReMax Real Estate • The Professionals Real Estate

<p>Technology</p>	<p>Bought a technology company for \$250,000 that was losing \$60,000 a month and turned it around to be profitable in 90 days, with a PwC valuation 3 years later of \$7,900,000.</p> <p>Recipient of the Deloitte 'Fast 50 Rising Star' technology award.</p> <p>Lead keynote on an EMC2 roadshow through 2 countries.</p> <p>Closing keynote at the Microsoft Worldwide Partners Conference.</p>
<p>Travel</p>	<p>Spoken at number of global conferences for Flight Centre Travel around the world. Also spoken at the following events in recent years:</p> <ul style="list-style-type: none"> • American Express Travel – Global conference in Singapore • Corporate Traveller – Conferences in Australia, Hong Kong, USA. • Harvey World Travel - global conference Hong Kong • Liberty Travel – USA leadership conference. • Stage and Screen Travel – Conferences in Australia, China, USA. • Travel Leaders – Annual USA conference <p>Also, a lead contributor for the Ansett Airlines inflight business channel for 3 years (when the airline was flying) and appeared on Qantas inflight business channel on a regular basis over the last decade.</p>
<p>YPO / EO / CEO</p>	<p>Former Global President of the Entrepreneurs' Organization (EO). www.eonetwork.org</p> <p>Emceed four EO universities and spoken at EO university and chapter events around the world for over a decade.</p> <p>Trained numerous EO and YPO chapter members on their peer-to-peer product – 'Forum' for 20 years.</p>