

BUSINESS CATEGORY	SPECIFIC EXPERIENCE – PITCH PROPOSITION
At a Glance	<ul style="list-style-type: none"> • Owned 14 companies over 35 years • Franchise expert • Former Global President of The Entrepreneurs’ Organization www.eonetwork.org • Former Chairman of The Board of a business with 1,500 employees in 3 countries. • Current Chairman of The Board of a sales coaching business operating in 7 countries. • 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>Current Chairman of Easil, an online print on demand and digital marketing business operating in Australia and the USA.</p> <p>Written a book on marketing – ‘How to get THE EDGE in marketing your small business’.</p> <p>Signature keynote – “Revenue Through Relationships - developing significant customer connection”.</p>
Aged Care / Care Management	<p>Advisory board member for Bespoke, a workforce solutions company serving the aged care industry. My portfolio is growth and governance.</p> <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

	<ul style="list-style-type: none"> • Senior Helpers • Synergy Homecare
<p>Associations / Institutes / Organizations</p>	<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 International • California Special Districts Association • Caravan Association • Chamber of Commerce • Cleveland Owners of Small Enterprise (COSE) • Council of Smaller Enterprises • Credit Union Association • EASA • EDPA – Experiential Designers & Producers Association • 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 • IMCO • 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 • Marine Retailers Association of the Americas • NARPM • Pet Industry Distributors Association • 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 • Tree Industry 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 • Car Wash Show • Grease Monkey • Goodyear • Honda • Kia • Macco • Merlin 200,000 Miles • Michelin • PacLease • Toyota • Tuffy Tires
<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 • Bartercard • Credit Union Association • Deutsche Bank • ING • Liberty Tax • Mass Mutual • Merrill Lynch • Mortgage And Finance Association • Mortgage Institute Association • PriceWaterhouseCoopers • Qoin
<p>Board Positions</p>	<p>Outside of his speaking business Troy sits on several boards in Australia, New Zealand and in the USA.</p> <p>PowerUP Partners Non-Executive Director: 2025 – Present PowerUP Partners is an aggregator of electrical services businesses with a focus on solar and home battery storage. My portfolio is strategic development and systems integration across 4 business units.</p> <p>SalesStar Chairman of the Board: 2023 – Present SalesStar is a sales coaching and transformation business operating in 6 countries. My portfolio is global strategy and growth initiatives.</p>

	<p><u>Nuooly</u> Non-Executive Board Member: 2020 - Present This business is a SaaS technology business, serving the Independent Professionals sector. My portfolio on the board is content development, growth, and governance.</p> <p><u>Poolwerx</u> Chairman of the Board: 2019 – 2023 This is an aftermarket retail and service business in the pool sector serving residential and commercial clients in Australia, New Zealand and the USA. My portfolio on the board is global strategy, mergers and acquisitions, and growth initiatives.</p> <p><u>Poolwerx</u> Non-Executive Board Member: 2016 – 2019 My portfolio was developing strategy for a market entry via M&A in the United States. We successfully acquired 3 businesses to launch the franchise system and offer, and then moved quickly to align the business internationally.</p> <p><u>CEQ</u> Non-Executive Board Member: 2017 – 2018 This is an industrial electrical services business. My portfolio on the board was marketing and company positioning, and organizational efficiency for growth.</p> <p><u>Horan And Bird</u> Non-Executive Board Member: 2012 – 2014 This is an electrical services business working primarily in the residential space. My portfolio on the board was company organization and positioning for growth, governance and operational efficiency.</p> <p><u>The Entrepreneurs’ Organization</u> Non-Executive Board Member, Global Board 2004 – 2006. Global President, Global Board 2006 – 2007 EO is the world’s largest entrepreneurial networking organization. My portfolio on the board was globalization of the organization and the development of local chapter operational guidelines to align with the global strategy.</p> <p><u>The Entrepreneurs’ Organization</u> Non-Executive Board Member, Asia Pacific Board 2000 - 2003 My portfolio on the Asia Pacific board was growth in the Asia Pacific region via new chapter launches, operational excellence at a chapter level, and global alignment.</p>
<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

	<ul style="list-style-type: none"> • Pump It UP! • Soccer Shots • The Little Gyms • The Rainbow Station
<p>Dealer Groups</p>	<p>Spoken at several dealer groups at their annual events.</p> <p>Assisted in the transformation of dealer groups in their evolution to both a franchise group, and to a public company.</p> <ul style="list-style-type: none"> • Carecraft • Dog Guard • Mingleorff's • Morrison Plus • PacLease • SiteOne • The Professionals Real Estate • Think Water
<p>Entrepreneurship / Business Growth / Future / Change</p>	<p>Owned 14 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, with an exit to Private Equity.</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 • Cobbs Bakery • Coffee Club • Donut King • Eagle Boys Pizza • Eggs Up Grill • Hogs Breath Café

	<ul style="list-style-type: none"> • Hungry Howie's • Hungry Howies • International Pizza Expo • Mc Donald's • Papa Murphy's Pizza • Pita Pit • Qdoba • Red Rooster • Round Table Pizza • Smoothie King • Subway • Sweet Peppers Deli • Taco Johns • Tropical Smoothie • Wendy's • Wingstop
<p>Franchise</p>	<p>Current Chairman of the Board and shareholder of a franchise business operating in 7 countries. www.salesstar.com</p> <p>Former Chairman of the Board and shareholder of a franchise business with 160 retail stores, 600 mobile service units, 425 franchise territories, and 1,500 employees working in 3 countries. www.poolwerx.com I engineered the sale of that business to private equity in 2022.</p> <p>Been a leading franchise business consultant for 35+ years consulting to over 300 brands in 16 countries.</p> <p>Spoken on franchising and franchise related topics to franchise groups in 16 countries.</p> <p>Been a franchisee twice.</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 centres • American Express Travel • Annex Brands • Baskin Robbins • Big O Tires • Buffalo Wings and Rings • Cartridge World • Chevron / Caltex Fuels • Choice Hotels • Citywide • Cobs Bakery • Coldwell Banker • ComeForCare



- Complete Nutrition
- Cyclebar
- Doctors Express
- Eggs Up Grill
- Elements Massage
- Employ Bridge
- Franchise Brokers Association
- Franchise Business Network USA
- Franchise Council of Australia
- Franchise Council of New Zealand
- Gold's Gym
- Goodyear
- Go Minis
- Great Clips
- Hairhouse Warehouse
- Hertz
- Homewatch Caregivers
- Honda
- Hungry Howie's
- Interim Healthcare
- Jan Pro
- KIA
- Liberty Tax
- Lowes Home Services
- Maaco
- Massage Envy
- McDonalds
- Motel 6
- NAI Global
- Orange Theory Fitness
- Pack Mail
- Papa Murphy's
- Pridestaff
- Prudential Real Estate
- Pump It UP!
- Qdoba
- QC Kenetic
- Rainbow Station
- ReMax
- Right At Home
- Round Table Pizza
- Safegaurd
- Servpro
- Smoothie King
- Subway
- Taco Johns
- Thrifty
- Toyota
- Travel Leaders
- Tropical Smoothie
- True Value Hardware
- Tuffy Tires
- Waxing The City
- Wendy's
- Withum
- Wingstop



	<ul style="list-style-type: none"> • Wireless Zone • Wyndham Hotels • Zaxby's <p>Signature Franchise Keynotes:</p> <p>'Future-Proofing Your Franchise' - how to have your franchise of tomorrow, today.'</p> <p>'Purpose Passion People & Profits'- the power of creating profit, on purpose.</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 • Chevron • Choice Hotels • Coldwell Banker • Coles • Fisher & Paykel • Fosters • Gold's Gym • Goodyear • Hitachi • KIA • McDonald's • 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

	<ul style="list-style-type: none"> • 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 several 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 on the BizTV Cable Network and TiVo in the USA</i>, 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.

	<ul style="list-style-type: none"> Pilot orders for new programming on Food Network and CNBC.
Multi outlet retail	<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>
Pizza	<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>Keynote presenter at the Round Table Pizza annual conference.</p>
Pool Industry	<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>Former 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 6 years.</p> <p>As Chairman of the Board, I engineered the successful sale of the global business to Private Equity in 2022.</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>
Real estate	<p>Consulted to most of the Australian franchised real estate groups and some of the leading USA groups, with a focus on business operations, sales, marketing and leadership, and spoken as a lead keynote at their annual conferences.</p>



	<p>Owned the #2 Broker office of a real estate agency franchise group, with over 400+ offices.</p> <p>Owned a property management company with 1,100+ residential properties under management.</p> <p>Owned a property development company specializing in renovating residential property.</p> <p>Core real estate clients include:</p> <ul style="list-style-type: none"> • Coldwell Banker Real Estate – USA • First National Real Estate • Harcourts Real Estate • LJ Hooker Real Estate • McGrath Real Estate • NAI Global – USA • NARPM • Nationwide Real Estate • PRD Real Estate • Prudential Real Estate - USA • Raine and Horne Real Estate • Real Estate Institute • Realmark Real Estate • ReMax Real Estate – USA / Canada • 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>

Troy Hazard



YPO / EO / CEO

Former Global President of the Entrepreneurs' Organization (EO).
www.eonetwork.org

Emceed four EO universities and spoken at EO university and chapter events around the world for over a decade.

Trained numerous EO and YPO chapter members on their peer-to-peer product – 'Forum' for 20 years.