

Presentation Topics

- ❖ **Entrepreneurship**
- ❖ **Leadership**
- ❖ **Vision and Innovation**
- ❖ **The Art of the Deal**

All of Kelvin's presentations draw upon his depth of wisdom and knowledge in the business world and numerous relevant and topical stories are used.

The value proposition being offered by Kelvin to participants includes:

Learn to understand, plan for and apply essential communication strategies within your business and with your customers to maximise results.

Learn to go beyond the short-term effects of Leadership motivation and build upon the long-term, most powerful driving forces of individuals and teams.

Learn what it takes to create successful businesses. Thinking outside the box, strategies, systems and essential procedures to help aid success are explored and developed.

Learn how to deal and work with people from all walks of life. Learn to leverage and network with others more effectively.

Learn how to make money with little or no money of your own.

Learn how to influence others.

Learn the art of being a natural visionary.

Topic: Entrepreneurship

Value proposition:

- ❖ Anyone can be an entrepreneur. Learn how
- ❖ Critical success factors are considered
- ❖ Raising money 'strategies' are debated
- ❖ The relevance of cashflow and feasibility studies is debated
- ❖ Strategies around making money without having much money of your own are explored
- ❖ Are you a rat with a gold front tooth (rat cunning)
- ❖ The 'Art of the Deal'. Do you have what it takes
- ❖ Essential communication strategies are brainstormed
- ❖ How to make it happen NOW!

Take home value: strategies and proven systems to assist anyone to think, act and perform as an effective entrepreneur or leader should will be delivered

Delivery Method: Interactive – hands on – example story telling

Format: 4 to a table for workshop and full day sessions

Target Audience: All ages and backgrounds

Duration: Keynote – 60 minutes

Workshop 3-4 hours

Full day workshop – 8 hours

Topic: Leadership

Value proposition:

- ❖ What it takes to be an 'effective' leader is discussed
- ❖ Core skills are debated
- ❖ Being the 'package'. Key considerations are considered
- ❖ Perceptions... and how to handle them
- ❖ Strategies to gain staff and Board 'buy-in' and support to new ideas
- ❖ Essential systems for success
- ❖ The key responsibilities of an effective leader
- ❖ Training and education strategies ongoing are shared
- ❖ Effective communication and delegation strategies are debated
- ❖ Smoke and mirrors – the art of true leadership

Take home value: strategies and proven systems to assist anyone in becoming an effective leader will be delivered

Delivery Method: Interactive – hands on – example story telling

Format: 4 to a table for workshop and full day sessions

Target Audience: Middle management

Motivated staff of all ages

Direct reports (to the CEO of GM)

Duration: Keynote – 60 minutes

Workshop 3-4 hours

Full day workshop – 8 hours

Topic: Vision and Innovation

Value proposition:

- ❖ Systems Thinking strategies that will assist you to achieve creative success
- ❖ Lateral thinking strategies are explored
- ❖ A small percentage of creative people make money – hear how they do it so effortlessly
- ❖ Packaging your concepts so as to influence others. Hear how its done by those with lost of experience
- ❖ Shifting the energy in people. Why is this so important?
- ❖ Where and when to 'rollout' your solutions
- ❖ Life's a series of theatrical events and you're the lead actor, or you should be
- ❖ Essential tools required to rollout and manage your concepts and plans are debated
- ❖ The need for detailed cashflows and feasibility studies will be debated

Take home value: strategies and proven systems to ensure your creative flair is found, nurtured and used to the maximum ongoing will be delivered

Delivery Method: Interactive – hands on – example story telling

Format: 4 to a table for workshop and full day sessions

Target Audience: All ages and backgrounds

Duration: Keynote – 60 minutes

Workshop 3-4 hours

Full day workshop – 8 hours

Topic: The Art of the Deal

Value proposition:

- ❖ Kelvin will shares his very unusual experiences as a successful 'serial' entrepreneur
- ❖ How to make money without needing to have much money of your own
- ❖ Lets debate the anatomy of a successful entrepreneur
- ❖ Tools of the trade are considered
- ❖ Where are the deals and new opportunities? Lets find a few...
- ❖ Getting started. Strategies are debated
- ❖ We are the result of who we associate with. Do you need to make the change?
- ❖ How to gain your 'virtual' MBA in any new idea or concept you conceive, package and develop
- ❖ Negotiating and selling techniques are explored

Take home value: First hand lessons on how successful entrepreneurs make it happen. You will be motivated to get your next deal going the minute you leave the room. Participants will be guided on where and how to secure FREE essential tools to get their projects underway.

Delivery Method: example story telling

Format: Keynote

Target Audience: All ages and backgrounds

Duration: Keynote – 60 minutes