

PASSIONATE PERFORMANCE

Keith Abraham

For more than 23 years, Keith Abraham has worked with large corporate organisations, across 30 countries, presenting to more than 1.6 million people.

Keith has authored five best-selling books, published in 12 languages and has been named *Keynote Speaker of the Year*, *Educator of the Year* and is a recipient of the *Nevin Award*.

KEITHABRAHAM.COM



Becoming Unstuck

BEING 'STUCK' IS THE GAP BETWEEN YOUR CURRENT SUCCESS CYCLE AND YOUR NEXT SUCCESS LEVEL.

Stuck is what happens when successful business leaders are caught between their current level of success and the next level up in their industry, business or life to remain relevant. This next level is where they truly become significant in all areas of their business and life—health, wealth and relationships.

All too often business leaders reach a good level of success and over time if they stop growing and evolving they become

**“KEITH IS THE GUY YOU
CALL WHEN YOU & YOUR TEAM
WANT TO ACHIEVE MORE
THAN YOU HAVE EVER
IMAGINED.”** *John Roca—CEO Lexus Australia*

The opposite of being stuck, is having momentum! The most effective way to create momentum is to let go of the memories of the 'good old days' and create a vision for the future, putting yourself into a learner mindset, becoming uncomfortable with the unknown and take the first step even though it may not be perfect. Progress over perfection!

stuck, stale and stagnant. Stuck happens when people procrastinate about making a decision, taking action or moving from being the master back to the apprentice.

For more than two decades Keith has researched what causes the top 10% of business leaders to become stuck, stale and stalled!

In this insightful presentation, Keith will show your leaders how to move from being the best to becoming the greatest! Your leaders will become compelled and committed to moving up a level by getting out of their comfort zone as they stop and think about what's important and what matters for them to achieve massive momentum.

As Keith shares his four-part formula, your people will become clear, determined and focused on the right goals to achieve in the next 12 months. They will have the tools to achieve what seems like the impossible!

Every business leader, business owner, sales professional or customer service champion needs to master three areas in their career and life ...

- + SELF-LEADERSHIP
- + BUSINESS LEADERSHIP
- + MARKETPLACE LEADERSHIP

Mastering these areas enables you to move forward, move above and move beyond what you thought was truly possible. Take a moment to explore what Keith can bring to your conference, event or leadership retreat.



PRESENTATION OUTLINE:

SELF- LEADERSHIP

DESIGNED FOR:

- Team Members
- Business Leaders
- Business Owners
- Franchisees
- Sales Managers
- Sales Leaders
- Service Professionals



MILESTONES. MINDSET. MOMENTUM.

In this presentation, Keith will share with your people the three simple steps to achieving some of their biggest goals at work and in life over the next 12 months. Customised to your business, the ideas will relate directly to the industry your people work in every day and focus on real world goal achievement strategies that work.



Keith will explore how individuals can gain clarity around both their professional and personal lives and how this will enhance their confidence and consistency in their career.



Unstuck. Three simple steps to achieving your biggest dreams and greatest goals.

WHAT YOUR PEOPLE WILL TAKEAWAY:

MEANINGFUL MILESTONES

- Explore why it is critical to define your *why*, and the importance of using it to actively pursue your key goals.
- Learn the process of how to create your list of 100 Lifetime Goals.
- Identify the four key goal setting areas and how to remain focused on what really counts for you.

MAGNETIC MINDSET

- Understand the four ways to create the mindset you need to achieve all your goals.
- Prioritise your key personal and professional goals for the next 12 months.
- Clarify the number one goal you want to achieve using a simple five-step blueprint process.

MASSIVE MOMENTUM

- Determine how to become the living example and the best version of you, not the second best version of someone else.
- Understand what you need to start doing and stop doing in your life or career to achieve your goals.
- Define what actions you need to complete in the first hour, first day, first week and first month back at work in order to beat procrastination once and for all.

PRESENTATION OUTLINE:

BUSINESS LEADERSHIP

DESIGNED FOR:

- Business Leaders
- Business Owners
- Franchisees
- Sales Managers
- Sales Leaders



PURPOSE. CLARITY. DECISIONS.

Keith has worked extensively with successful business leaders, high achievers and business owners who have now become stuck—in other words they have lost their passion for their role or business.



In this insightful and interactive presentation, Keith will share the three strategies to becoming energised, enthused and empowered again so they can overcome the challenges, changes and uncontrollables in their business and industry. These strategies will relate directly to how your leaders move up to the next level, get out of their comfort zone and fall back in love with their role. They will walk away with time-tested ideas that work in the real world in which they live and work every day.



Moving **beyond stuck** to create massive momentum in your business.

WHAT YOUR PEOPLE WILL TAKEAWAY:

PURPOSE PROVIDES PERSEVERANCE

- Understand why successful business leaders become stuck in their career, business or industry.
- Explore why it is critical to redefine what your personal and professional purpose is, and the importance of using it to actively pursue your goals.
- Discover the ten roadblocks to goal achievement and how to remove them to achieve your full potential in life and business.

CLARITY CREATES CONSISTENCY

- Learn the process of creating your business vision using the 12 questions, Business of Your Dreams activity.
- Define your number one goal in your business for the next 12 months using the nine-step GoalDriver™ formula.
- Discover which one of the eight amplified attitudes you need to embrace for the next 90 days in order to achieve your goal.

DECISIONS DETERMINE DESTINATIONS

- Learn three simple strategies to beating procrastination in your personal and professional life forever.
- Identify the habits and routines you need to start or stop doing to implement your plans.
- Determine the distractions to let go of and what you need to focus on in the next 1–7–15–30 days for you to achieve the success you desire and the results you deserve.

PRESENTATION OUTLINE:

MARKETPLACE LEADERSHIP

DESIGNED FOR:

- Business Leaders
- Business Owners
- Service Professionals
- Sales Managers
- Sales Leaders



CHANGE. CONNECT CAPITALISE.

Through years of research, Keith has discovered the five strategic components to creating loyal, passionate and profitable customers. When you understand these core components, you turn your customers into ambassadors and how to leverage this results in unlimited possibilities.



In this presentation, Keith will identify opportunities and emphasise the importance of a service *experience*, looking at ways your team can turn customers into ones who return, repeat purchase and recommend your services. Keith will develop an action plan that can be implemented the first day back in the office.



Unstuck performance. Removing the roadblocks to fast track unlimited business growth.

WHAT YOUR PEOPLE WILL TAKEAWAY:

CHANGE BEFORE YOU HAVE TO

- Review what you do well, identify improvements and explore the opportunities you will create for your business when you provide a better service selling experience.
- Develop action plans from this analysis for service improvement and sales enhancement.
- Discuss the five key drivers and how to evolve your business to maximise your current sales and service opportunities.

COMMUNICATE LESS, CONNECT MORE

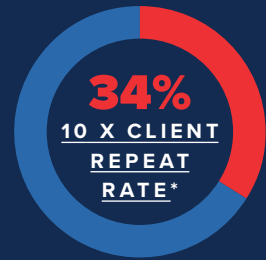
- Investigate the four key areas that create a service experience to generate increased sales, repeat business and referrals.
- Learn how to improve your strategic selling processes to enhance the service experience.
- Explore the four contact strategy types used when connecting with your customers.

CAPITALISE ON OPPORTUNITIES

- Discover the five basic buying motives of customers and how to better connect and support them with their buying decisions.
- Identify how to capitalise on your customer database by using the 10 x 10 x 10 Business Growth Formula.
- Recognise the business growth opportunities within your existing current database, your local area and niche markets.

THE REASON WHY
COMPANIES GET
KEITH BACK TIME AND
TIME AGAIN IS HIS
METHODS, MATERIAL
AND MESSAGE GETS
RESULTS.

CLIENT
SNAPSHOT



**In 10 consecutive years.*



CLICK TO WATCH KEITH
ON STAGE

FIVE
BEST-SELLING
BOOKS

20
OVER TWENTY
YEARS AS A
CERTIFIED SPEAKING
PROFESSIONAL

1.6M

AUDIENCE OF
OVER 1.6 MILLION
ACROSS
THIRTY
COUNTRIES

MULTI
AWARD
WINNING
SPEAKER



“Different thinking with a different approach that led to different responses from the group—fantastic content and delivery that had the group fully engaged. The group were left wanting more and were keen to implement and action all their newly found goals.”

David MacDonald—National Operations Manager, PCA Group

“Keith’s presentation to more than 550 business leaders provided effective strategies to help our leaders connect and support their teams to embrace change and to lead with clarity, confidence and purpose. Keith’s energetic, humorous and authentic style ensured the session was both engaging and interactive, and was one of the highlights of the conference.”

MJ Bellotti—EGM Corporate Affairs, Suncorp

“Keith’s ideas and input into the planning of our event proved invaluable. Keith’s energy and enthusiasm was inspiring for our audience and the feedback received demonstrated it to be our best event ever. Keith delivered both an excellent and intimate workshop for our high value business partners and a high energy plenary presentation at our main

**“DIFFERENT THINKING
WITH A DIFFERENT
APPROACH THAT LED TO
DIFFERENT RESPONSES ...
FULLY ENGAGED.”**

forum. Both were exactly what we were looking for. Having worked with Keith before our expectations were high but Keith not only over delivered on his promises, he exceeded our hopes for a great event and an productive impact with our business partners.”

Kevin Stone—Regional Sales Director: Friends Provident International, Singapore

“When you travel down the road of personal and team

development you kiss many a frog along the way. However, when working with Keith we had found our Personal Development Prince. Keith is an engaging speaker with unique and powerful content, delivered in a way that drives substantial and sustained improvement and results. Keith Abraham is the ‘real deal’.”

Angus Love—General Manager, Isagenix Australia & New Zealand

“This program is a must for those committed to understanding the motivators of the people they lead.”

Paul Fog—General Manager, NAB Financial Planning Australia

“I have worked with Keith on a number of projects in Australia and the UK and I have always found Keith to be an excellent motivating, engaging and challenging speaker. Keith’s very pragmatic down to earth approach and his unique perceptions really resonate with sales teams. Whether your objective is team motivation, development or supporting change management, Keith is second to none as a speaker and facilitator.”

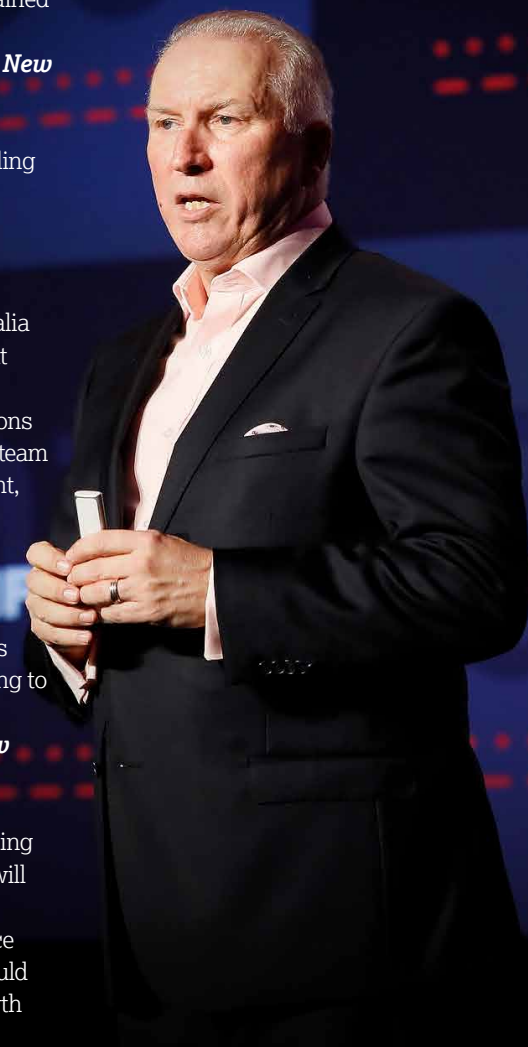
Tony Wood—Managing Director, Mercer Marsh Benefits UK

Keith is a man of energy, passion and persistence. He walks the talk and easily engages with all people and teams leading to successful outcomes. A real pleasure to work with.

Nigel Keough—Managing Director, Australia and New Zealand, Harley-Davidson Motor Company

“Our time with Keith working on leadership and team building was a valuable experience for our newly formed team. We will continue to work with Keith as we journey forward. Keith is engaging, practical and in a short time made a big difference for our team on both an individual and collective level. I would recommend Keith to all leaders and team’s focused on growth and continual improvement.”

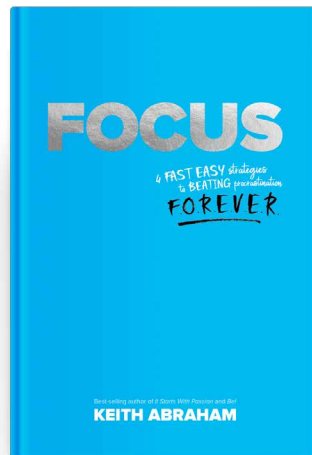
Pancho Gutstein—General Manager Oceania, Puma





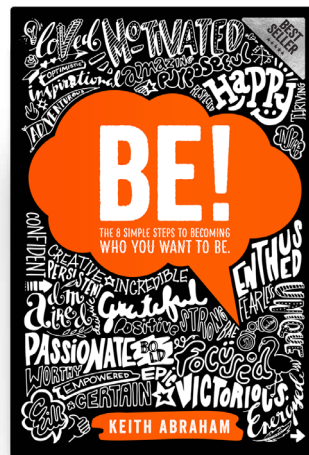
Keith's Best-Sellers

A LIVING, BREATHING EXAMPLE OF HIS OWN WORK, WRITING A BOOK AND HAVING IT PUBLISHED WAS ON KEITH'S FIRST EVER LIST OF 100 GOALS. NOW HE HAS PUBLISHED FIVE BOOKS, IN 12 LANGUAGES, AND IS GLOBALLY RECOGNISED AS A BEST-SELLING AUTHOR.



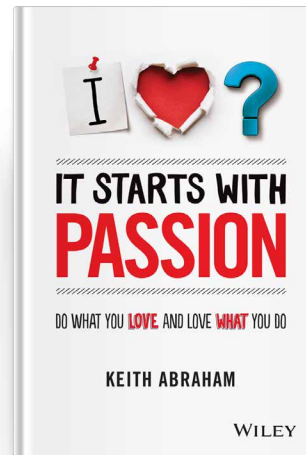
FOCUS

4 fast easy strategies to beating procrastination forever.



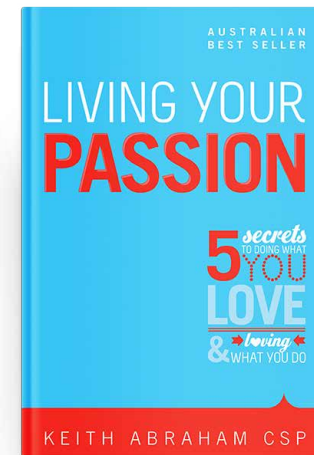
BE!

The 8 steps to becoming who you want to be.



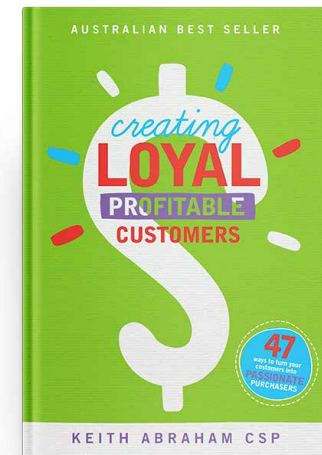
IT STARTS WITH PASSION

Do what you love and love what you do.



LIVING YOUR PASSION

5 secrets to doing what you love and loving what you do.



CREATING LOYAL PROFITABLE CUSTOMERS

47 ways to turn your customers into passionate purchasers.





CONTACT US

KEITHABRAHAM.COM