

PASSIONATE PERFORMANCE

Keith Abraham

For more than 24 years, Keith Abraham has worked with large corporate organisations, across 33 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 highest speaking award in the country, the *Nevin Award*.



What's next?

Creating clarity, finding focus and multiplying momentum.

How would you feel if you were ahead of the curve, not just waiting to catch up but had moved forward, move up and moved beyond what you had ever thought possible? This is the art of mastering **What's Next!** Once you know what drives you to go beyond your comfort zone, you can move from being successful in your industry, business or life to becoming truly significant.

All too often business leaders reach a level of success without truly becoming significant because over time they stop evolving. In other words they become stuck, stale, stalled and stagnant. This happens when leaders stop growing, they lose their initiative, entrepreneurial spirit or just get worn down by the business they love and the industry they enjoy.

When you are thriving you have 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 and understanding the eight drivers that will propel you towards remarkable results.

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

In his insightful presentations, 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.

"KEITH IS WHO YOU CALL WHEN YOU & YOUR TEAM WANT TO ACHIEVE MORE THAN YOU HAVE EVER IMAGINED."

John Roca—CEO Lexus Australia



PRESENTATION OUTLINE:

SELF- LEADERSHIP

DESIGNED FOR:

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

**CLARITY. FOCUS. 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 current industry challenges, the ideas will relate directly to the marketplace your Leaders work in every day and focus on real world business growth strategies that work.



Keith will explore how individuals can gain clarity around both their professional and personal lives, understand what drives them to do the uncomfortable in order to enhance their confidence and consistency in their career as they evolve to the changing dynamics of their industry.



What's next ... How to harness the inner drive that fuels great feats and accelerates big results.

WHAT YOUR PEOPLE WILL TAKEAWAY:**CREATING CLARITY**

- 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.

FINDING FOCUS

- 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.

MULTIPLYING 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
- Service Managers

**CLARITY. FOCUS. MOMENTUM.**

Keith has worked extensively with successful business leaders, high achievers, business owners and global companies who now want to move forward, move up and move beyond. His 8 GoalDrivers assist them to become energised, enthused and empowered within their role, business and marketplace.



In this insightful and interactive presentation, Keith will share the three strategies to transitioning to a growth mindset, creating momentum 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.



What's next ... Discover the three core drivers of creating high performance global leaders and businesses.

WHAT YOUR PEOPLE WILL TAKEAWAY:**CREATING CLARITY**

- 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.

FINDING FOCUS

- 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.

MULTIPLYING MOMENTUM

- 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
- Sales Managers
- Sales Leaders
- Service Professionals
- Sales Professionals



CHANGE. CONNECT. CAPITALISE.



Through years of research, Keith has discovered the eight strategic components to creating loyal, passionate and profitable customers. When you understand these core drivers and buying motives of your customers, you turn your customers into ambassadors and understand how to leverage their loyalty into unlimited possibilities.



In this presentation, Keith will identify opportunities and emphasise the importance of a service experience, how to connect with the different needs of the 8 buying motives. He will be 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 role to make a significant impact.



What's next ... Understanding how to create loyal profitable customers for your business.

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

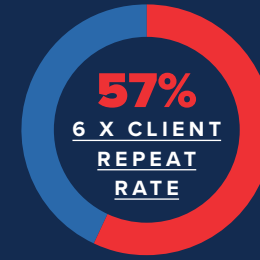
- Investigate the four key areas that create a service experience to generate increased sales, repeat business and referrals.
- Learn how to improve your strategic selling processes to enhance the service experience.
- Explore the four contact strategy types used when connecting with your customers.

CAPITALISE ON OPPORTUNITIES

- Discover the eight driving motives of customers who buy 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

OVER TWENTY
YEARS AS A
CERTIFIED SPEAKING
PROFESSIONAL

1.6M

AUDIENCE OF
OVER 1.6 MILLION
ACROSS
THIRTY-ONE
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 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



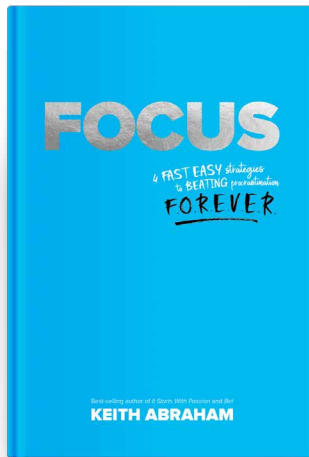
**“DIFFERENT THINKING WITH A DIFFERENT
APPROACH THAT LED TO DIFFERENT RESPONSES
... FULLY ENGAGED.”**

David MacDonald—National Operations Manager, PCA Group



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.



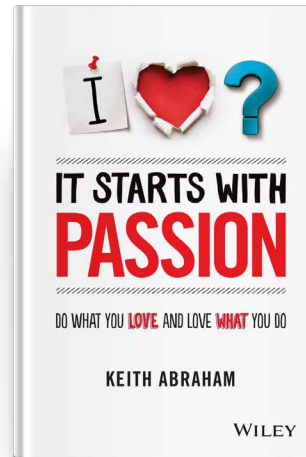
FOCUS

4 fast easy strategies to beating procrastination forever.



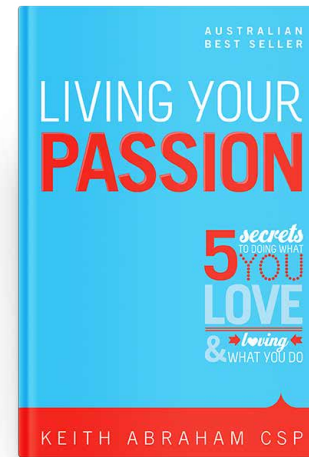
BE!

The 8 steps to becoming who you want to be.



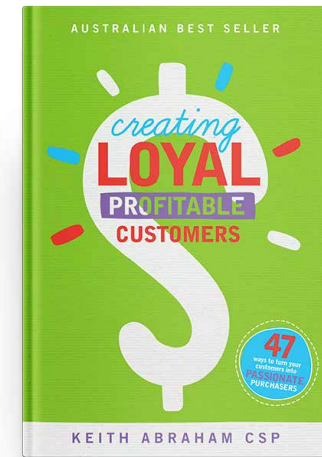
IT STARTS WITH PASSION

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.

