

**VIRTUAL PRESENTATION OUTLINE:**

# DEVELOPING HIGH PERFORMANCE LEADERS

**DESIGNED FOR:**

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



## EVOLVING. ENGAGING. EXPANDING.



**Evolve** – In changing challenging times it is critical that as a Leader you are one step ahead of developing your talent and knowledge to keep ahead of the curve.



**Engage** – How to create a strong connection with your Team that maintains to hold a high level of engagement, enthusiasm and energy as they work remotely from you.



**Expand** – We will look beyond the challenges and identify the opportunities that exist to expand your brand and profile in the hearts and minds of your customers world in which they live and work every day.



**What's New:** How leaders can accelerate their accomplishments in a new business world.

**WHAT EACH INDIVIDUAL WILL TAKEAWAY:**

### EVOLVE YOURSELF

- Review what you need to STOP doing in your leadership role.
- Identify what you need to START doing to develop your skills and talent for your business role in the next 30 days.
- Develop your own personal and professional development action plans from the above analysis in order to become better.

### ENGAGE YOUR PEOPLE

- Understand five ways to connect, not just communicate with your people.
- The 4 steps to conducting dynamic virtual team member meetings that engage your people as they feel disconnected.
- Discover what energises, enthuses and empowers each of your team members.

### EXPAND YOUR MARKET

- 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.
- Explore the four contact strategy types used when connecting with your customers.

# Keith Abraham

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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.



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.*



FIVE BEST-SELLERS

PUBLISHED

IN TWELVE

LANGUAGES

CLICK TO WATCH KEITH  
ON STAGE

1.6M

DELIVERING TO  
AN AUDIENCE OF OVER  
1.6 MILLION PEOPLE  
ACROSS 33 COUNTRIES



MULTI  
AWARD-WINNING  
SPEAKER

24  
TWENTY-FOUR  
YEARS AS A SPEAKING  
PROFESSIONAL

“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 a 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 teams focused on growth and continual improvement.”

**Pancho Gutstein**  
General Manager Oceania, Puma



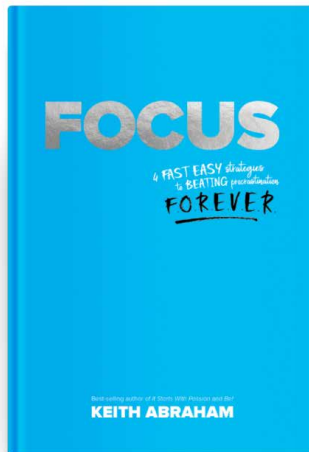
**“DIFFERENT THINKING WITH A DIFFERENT  
APPROACH THAT LED TO DIFFERENT RESPONSES  
... FULLY ENGAGED.”**

David MacDonald—National Operations Manager, PCA Group



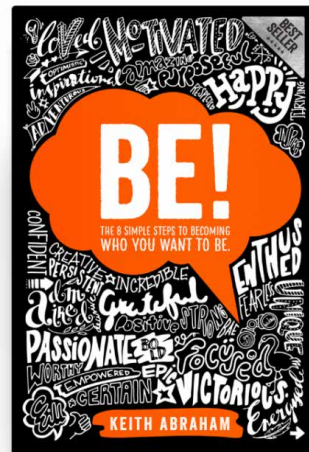
# Keith's Best-Sellers

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.



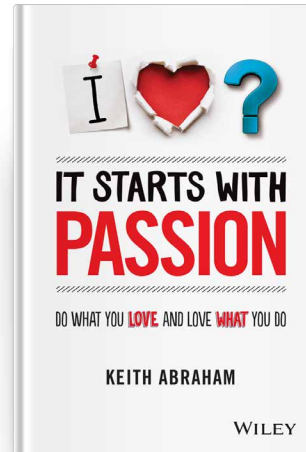
**FOCUS**

*4 fast easy strategies to beating procrastination forever.*



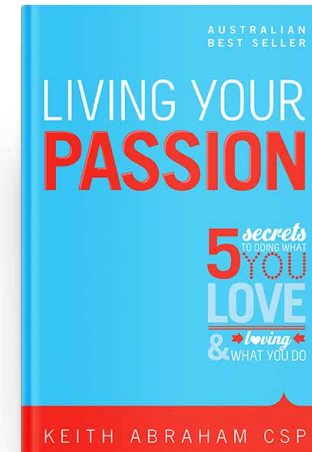
**BE!**

*The 8 steps to becoming who you want to be.*



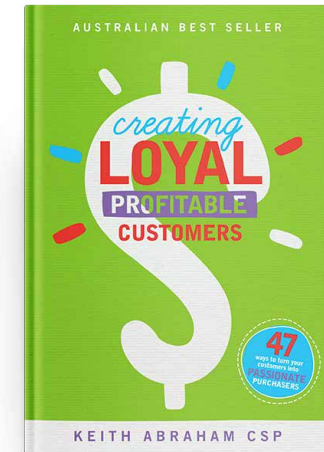
**IT STARTS WITH PASSION**

*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.*





CONTACT KEITH