

IN-PERSON OR VIRTUAL PRESENTATION OUTLINE:

# GENERATING MASSIVE BUSINESS MOMENTUM

## DESIGNED FOR:

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



## POSS. PIPELINE. PROACTIVE.

**Pivot** – How to shift your thinking, become curious and explore the possibilities of doing your business vastly different than before to move ahead beyond the crisis.



**Pipeline** – We review the opportunities that exist in the short term, the medium term and long term in order to focus on profitable income streams for your business.



**Proactive** – Nothing happens until action is taken, so we will identify the high payoff activities you need to be taking right now to create sustainable business progress.



## EXPANDING BUSINESS PERFORMANCE:

How to think bigger, bolder and better to achieve your best results.

## WHAT EACH INDIVIDUAL WILL TAKEAWAY:

### EXPLORING YOUR BUSINESS POSSIBILITIES

- Review the four phases your business will go through moving out of the crisis.
- Discuss the five key shifts you need to make in your business moving beyond the current circumstances.
- Discover the ten roadblocks to achieve your full potential in your business.

### BUILD YOUR PROFITABLE PIPELINE

- Learn how to improve your strategic selling processes, local marketing and how to enhance your service experience.
- Discover the five driving motives of customers who buy and how to better connect and support them with their buying decisions.
- Explore the four contact strategy types used when connecting with customers.

### PROACTIVELY BUILDING MASSIVE PROGRESS

- 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 3 x 3 x 3 x 3 Business Control Formula.
- 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.

# 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



DELIVERING TO

1.6M

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



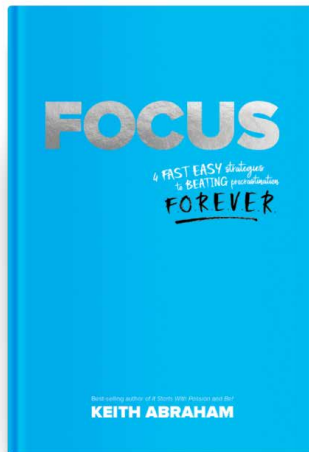
**“DIFFERENT THINKING WITH A DIFFERENT  
APPROACH THAT LED TO DIFFERENT RESPONSES  
... FULLY ENGAGED.”**

David MacDonald—National Operations Manager, PCA Group



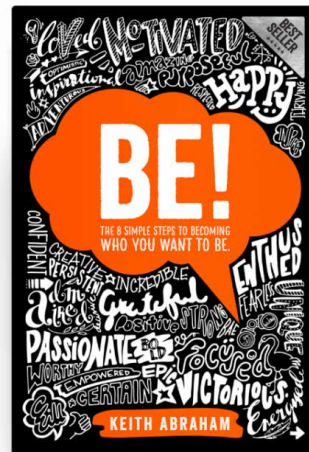
# Keith's Best-Sellers

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.



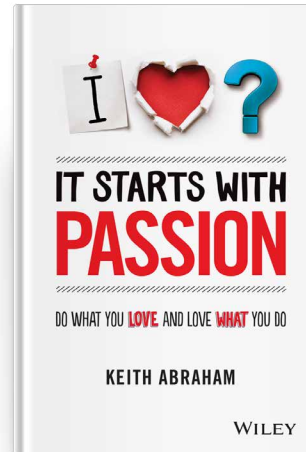
**FOCUS**

*4 fast easy strategies to beating procrastination forever.*



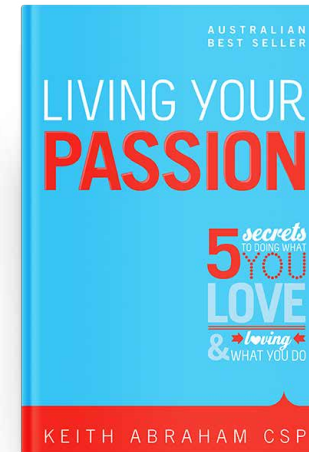
**BE!**

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



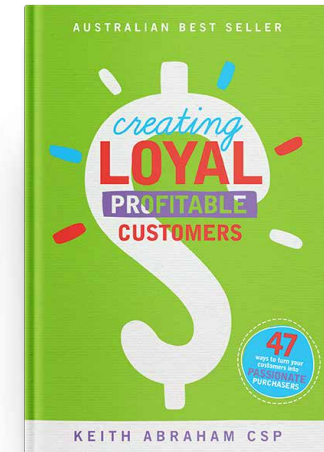
**IT STARTS WITH PASSION**

*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