

For more information:

Australia: 1800 334 625

International: +61 3 9529 3711

Website: www.icmi.com.au



Incorporating Olympic Communicators
Under licence from the Australian Olympic Committee



LEIGH FARNELL

Leigh Farnell is an international author, speaker, business development consultant, and entertainer.

With his background in large and small business combined with radio, theatre and television, he makes sure education is entertaining.

Leigh makes Managing Change, Growing Businesses through Sales, Relationship Marketing and Growth Through Teamwork a humorous, interactive, motivational and entertaining experience.

On request he devises characters such as The Great Wealth Wizard of Oz, Lesley Morgan (ex Public Servant turned losing manager/entrepreneur) or Darth the Discounter to make his points even more powerful and full of impact.

His client list reads like a 'Who's Who of Business'... he has helped 1000's of people from over 200 businesses and 30 different industries.

From truck drivers with *Crystal Soft Drinks*, to carpenters and plumbers with *Asset Services* to retailers with *Cash Converters*, *Hob Nob Bridal Wear*, *Dymocks Bookshops* and *Mitre 10 Hardware*. To Managers with *BHP*, *BankWest*, from *Telstra* to *Mobitel-Sri Lanka*, from *Trivett Honda* to the Sales Team at *Home Building Society*, from *BP Distributors* to the Engineers and Workers with the *Water Board of Western Australia* and *Australian Defence Industries*...

With his humorous, interactive yet challenging style, Farnell consistently delivers BIG results.

BLUE CHIP Client list including:

BHP	Western Power
AMP	McDonalds
Colonial	Lifecare
Bank West	Royal Perth Hospital
Australia Post	National Mutual
National Mutual	Mitre 10
KFC	Ceylino

Leigh is the author of several books and audio programs on business growth and change including:

- ◆ "Breakthrough Management – 11 Steps to Optimizing The Power Of Your People"
- ◆ "The R factor – Relationship Marketing for Professionals"
- ◆ "DO BETTER NOW – 150 Ways To Change Your Personal And Business Life"

Leigh is a pioneer in stress, lifestyle, health, fitness and human performance enhancement in Australian business and is a Master of Accelerated Learning, Organisational Change Systems and Sustainable Business Growth strategies

37 Topics you can choose from...

TOPICS HE CAN SPEAK ON TO YOUR GROUP

1. Flat Out On The Way Up - How To Manage Your Priorities For Success
2. People Power: Management Of The 90's - 6 Keys They Won't Teach You In Most Business Schools
3. 14 Steps To Growing A Business From Scratch
4. 7 Turbo Chargers To Business Growth
5. 6 Steps To A Healthy Business Partnership
6. How To Make Business Fun - And Laugh All The Way To The Bank
7. How To Surf Your Way To Global Success (It's Not Impossible)
8. Two Words To Change The World - THANK YOU
9. The Best Medicine In The World - 5 Good Reasons To Break Your Routine
10. Breakthrough Thinking - How To Resolve Conflict And Play Win/Win
11. How To Become Lucky And Great
12. Re-Invent Yourself - 7 Steps To Success
13. How To Get Where You Want To Go FASTER - Standing On The Shoulders Of Giants
14. The 10 Signposts To Success
15. To All Accountants - HELLLPP!!! An Open Letter From A Small Business Person
16. Golden Tips For Being On Stage In Business - 5 Golden Questions for Managing Customer Perceptions
17. 12 Steps To Selling More - Or How To Overcome Foot In Mouth Disease
18. How To Cure A Sick Company - Practical Lessons for Leaders of Change
19. Power To The People - Powerful Lessons From A Multi Million Dollar Turnaround Success Story.
20. How To Pack A Punch In Your Presentations
21. Steps To Winning In Small Business - Or How To Avoid Dying Before Your Time
22. How To Double Your Business In 5 Easy Steps
23. Expand Your Vision - Australia Needs You
24. How To Give Your Way To Wealth - Secrets From The World's Biggest Philanthropist
25. How To Build Profitable Business Relationships - How
26. $R = F \times Q$ and Why You Need To Know About It
27. Trust - The Glue That Holds It All Together....
28. The Creed Of The Relationship Engineer - Tapping Into the Heart And Backbone Of Your Business Success with Relationship Marketing Strategies
29. How To Play The Hospitality Game Like A Winner
30. Every Chicken Farm Needs A Leader - Why Excellent Companies Aren't Managed - They're Led
31. Managers: Obstacles Or Obstacle Removers To Great Service
32. How To Get The Most From Your Training Dollar
33. I'll Just Run This By My Accountant - Why Leaders Are Driven By Marketing Not Accounting.
34. Bloody Customers Who Needs Them - YOU DO.. The Million Dollar Questions Everyone Should Ask Their Customers..
35. The Fruit Bowl Of Life Theory - How To Get Teams To Form FAST And EASY...
36. Stop Slipping Start Flying - The Power Of Seeing Mistakes And Correcting Them
37. How To Be Less Busy, Get More Done And Make More Money..
38. How You Can Learn From Mother Nature – The Natural Laws of Science that Will Double YOUR Profits and SAVE you \$100,000's.

CLIENT FEEDBACK

"The best I've seen in 21 years in real estate"
Century 21.

"Thank you for creating a magical experience for our team"
Seal Corp

"We are laughing our way to success..."
Vista Blinds

'Our sales have increased by 1000%. Our working capital has doubled. Our fixed overheads have been reduced by over 50%. Our marketing and distribution to key growth markets has improved dramatically. Leigh Farnell is invaluable to any General Manager or Managing Director serious about making a change to bottom line performance in their business.'
Vijay Watson. General Manager. ADI. Telecommunications

'The best I've seen in 21 years in real estate.'
Gayle Stevens. State Sales Manager. Century 21.

'Thank you for creating a magical experience for our team.'
Grant Vernon. National Manager Sales and Operations. SealCorp.

'We are laughing our way to success...'
Mark Brice. National Sales Director. Vista Blinds.

'Leigh Farnell is up there with the best.'
Brian Cumins. Chairman and Founder Cash Converters International.

'You have delivered at least as well if not better than my expectations dared to hope for.'
- Lori Vanston. National Retail Training and Development Manager. Colonial.