

For more information:

Australia: 1800 334 625

International: +61 3 9529 3711

Website: www.icmi.com.au



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MARCIA GRIFFIN

SALES, BUSINESS AND PERSONAL SUCCESS

As CEO of POLA Cosmetics Australia and New Zealand between October 1987 and December 1997, Marcia Griffin is believed to be one of the few Caucasian women in the world to have ever headed up a Japanese company. POLA Cosmetics, unheard of in Australia before 1982, is a \$3bn corporation based in Tokyo.

Marcia joined the Australian franchisee that started marketing POLA in 1982, as the solitary sales person, by December 1997 she had built the company to a multi-million dollar business, with approximately 4,700 POLA consultants across Australia and New Zealand. In December 1997, Marcia sold back her share of the POLA business to the parent company to take on other challenges.

Prior to commencing with POLA Cosmetics, Marcia worked as an Economist at the Australian Wool Corporation during which time she travelled the world extensively.

In May 1995 Marcia won the first Telstra Victorian Business Woman of the Year Award. In November 1995 she was a keynote speaker in Chicago at the Arthur Andersen 1995 Enterprise Best Business Practices Symposium.

In July 1998 Marcia published a book about her life and business – ‘High-Heeled Success’ and in that year she also chaired the panel for the 1998 Arthur Anderson Business Practice Awards.

Between 1996- 1998 Marcia was on the Advisory Board of Werribee Park Tourist Centre, 1997-2000- the Board of Tourism Victoria and 1998-2000 The Queen Victoria Market and Wholesale Fish Market and the Board of Melbourne Storm- that position made her the second woman only (after Dawn Fraser) in Australia to hold a Rugby League board position! She was also on the Board of the World Masters Games –the world’s largest participatory sporting event -held in Melbourne in October 2002-with 25,000 competing athletes.

Her current Board roles include Australia’s largest printing and distribution company-PMP, and National Pharmacies –an Adelaide based business with 56 pharmacies and optical stores throughout South Australia and Victoria. She is about to join the Board of a Property development and investment company.

Marcia is a Chair with TEC-the first female Chair in Australia. TEC is an organization committed to enhancing the lives and increasing the effectiveness of CEOs.

In addition to her directorships, Marcia is continuing her role as a Speaker and also works as a Business Strategy and Marketing consultant- in the last few years she has worked with firms as diverse as Ramada Hotels, K2 Funds Management and Carr Design Group, an interior design and architectural firm. In the first six weeks of working with that company she introduced their largest project ever – the interiors of a \$150m project.

WHY MARCIA GRIFFIN?

- ◆ One of the few Caucasian women in the world to have headed up a Japanese company, which she built into a multi-million dollar business.
- ◆ Won the first Telstra Victorian Business Woman of the Year Award
- ◆ On the board of Australia's largest printing company - PMP
- ◆ The second woman ever to have been on a Rugby League Board - Melbourne Storm
- ◆ In addition to her Board roles, Marcia works as a Business Strategy Consultant
- ◆ Author of top selling motivational book— '**High Heeled Success**'

Her belief is that the same principles apply across all businesses—quality product, customer focus, motivated people and great systems!

TOPICS INCLUDE:

Zero to \$1million!

Despite the huge advances made by women in the workforce there are still very few independently wealthy women in Australia. Acquiring financial freedom is not as hard as it sounds! Marcia Griffin shares the strategies she has used to achieve financial independence. Marcia has 13-tips that can change your life — and they apply equally to men!

She also presents a new way of thinking about your money and saving it — which will turn a chore into a very attractive and profitable challenge!

OTHER TOPICS INCLUDE:

- ◆ Secrets for Business Success
- ◆ Selling is not beneath any of us - It's a necessity
- ◆ To Succeed - Think like a man, act like a lady, work like a dog!
- ◆ Working and Managing cross culturally
- ◆ Managing Change in Business and Life

CLIENT FEEDBACK

"Excellent. Marcia's presentation was very motivating when she shared her career experiences with us. She presented very well."

ORIX Australia Corporation

"A very professional, dynamic but credible presentation. Marcia practices what she says and it comes through. Our entire team were impressed and stimulated."

Rhone Poulenc Rorer.

"Marcia's presentation was very motivating when she shared her experiences with us".

Orix Australia

"You have surpassed a lot of challenges and made them into opportunities-thank you for your inspiration"

Department of State Development

"Thank you for your excellent address to the Property Council of Australia-we have had great feedback"

Property Council of Australia

"I was enthused and motivated by such positivism"

Swinburne University of Technology

"Your speech certainly provided our business owners with great information to help them build their businesses"

City of Maroondah

"Your presentation was excellent"

Rado Watches

"The feedback from all those who heard you speak was positive and enthusiastic"

Bank of Melbourne

"Your really were an incredible inspiration to us all. Your belief is that the principles of quality, total customer focus, motivated people and great systems apply across all businesses. May I say that you were the quality product, the audience was totally focused, you motivated us!"

Lake Bolac development Association Inc.