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# Ray Scicluna

## Crossroads & Roundabouts

By the age of 27, Ray Scicluna had turned over more than **90 million dollars**. Son of a Boiler Maker, Ray grew up in the rough and tumble world of Melbourne's Western Suburbs. Leaving school at 13 and not being able to read or write was certainly going to be challenging, but Ray had the determination and vision to see his ideas into fruition.

Ray has owned and operated three major franchises, two in Australia and one in New Zealand. Within these franchises, Ray has personally set up sixty-eight individual retail outlets in the entertainment and food industries. Moving into the video industry at 21, Ray revolutionised the industry over the next 6 years, opening a movie wholesale distribution company that became the largest in Australia.

Ray has had more than his share of challenges, and at 29 he was declared bankrupt. Even during this testing time, Ray never lost sight of his dream to succeed. Rejecting failure as his destination, Ray then built up the '**Video Ezy**' franchise, which encompasses five states in Australia, as well as stores in New Zealand.

The businesses he manages today range from manufacturing innovations to an event management company as well as exporting many products to Canada, US, UK, NZ. He also imports from China. Ray's company has managed events in NZ, Bali, Fiji and all around Australia for the past 16 years. His training division has trained more than 4,000 young people across Australia and NZ in retail and customer service and has also trained more than 500 retailers in managing and building a better business.

Ray discusses how negative thinking can deter people from reaching their potential, which is ultimately the choice of the individual.

If you are looking for someone who has been to hell and back personally and financially, who walks the talk and helps businesses and people achieve their goals, then you will find Ray Scicluna perfect for your event.

Ray has experience in retail business (Large and small), staff, health and balance. He has had more than his share of challenges, and bounced back after each disappointment. Ray's message is simple yet effective, all things are possible

## KEYNOTE TOPICS

### Crossroads & Roundabouts

- We all have choices.
- It's not in some of us- it's in all of us.

### PowerUp..PowerOn – Do better financially and personally

- It starts with the people you hire and ends with the people you hire.
- Your business survival depends on them. 'Results are people driven'
- Increase productivity and performance
- Build a culture that people love and are proud to be a part of
- What's your point of difference? Do you have one?

## CLIENT FEEDBACK ...

*"Ray, your presentation at the Gold Coast City Council, Dinner was outstanding. You have a real gift which surfaces in front of an audience, drawing on your successes and failures you were able to inject the reality of the challenge that most young people face as they come to grips with the world today. You had everyone laughing at your patter, empathizing with your struggle, and saddened by your failure. But then the power of your message came through as you told of your strategies for recovery. I could feel the energy in the room growing as each person there absorbed the many things that helped you on your journey. Ray you have a rare talent which has enabled you to analyse the causes of business failure, but then to turn failure into a positive which you have not only applied to your own life but into a powerful message which can have a profound effect on others.*

*The images you use are incredible; "I was mesmerized from start to finish".*

**Chairman Australian Business Week Limited**

*"Ray you were inspirational and just what our Team needed. There was something in what you had to say for everyone; adults, youths, married with kids or single. It doesn't matter if you are starting your career or contemplating retirement and you need an injection of enthusiasm and a reality check once in a while, we certainly received that on the day. An hour went all too quickly and I would happily sit through the whole entertaining talk again."*

**General Manager Radisson Resort, Gold Coast**

*"If unbridled laughter indicates that the audiences is listening, then there can be no doubt YOU had their attention absolutely. Ray the value of your time with our staff has been very obvious we have had a positive attitude shift. We will have you back soon...our team insist on it."*

**Director - Niche Media P/L**

*"Ray you are colorful, enthusiastic and highly talented individual whose life story could form the basis for an entertaining and enthralling film".*

*"In my opinion as a Motivational Keynote Speaker you are "Simply the Best".*

**Managing Director Video Ezy International (New Zealand)**

*"Whoever comes in contact with you will only benefit from the message that you give and the lessons to be learned".*

**Director, Len Winestone & Associates P/L Principal Member Financial Wisdom Ltd**

*"Energy, enthusiasm, life, spirit and passion, apply the word 'extreme' to each of those and you have you. A view I gained having experienced one of your presentations, and it is these words that are synonymous with your enterprises. Characteristics that are breathed into everything you do!"*

**Director, Fixtronics Sales P/L (NZ)**

*"I have to say although you presented to a small group at our recent event, it was agreed through the survey that we conducted that it was by far the best hour we spent as a team for some time. We have implemented your suggestions and our entire team are functioning better for it. We look forward to having you back time and time again."*

**Chartered Accountant, Jones Louros & Associates**