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*Incorporating Olympic Communicators
Under licence from the Australian Olympic Committee*



JON BURGESS

Born in Bermuda, Jon was raised and educated in London, Africa and finally Brisbane, Australia. He showed great promise as a soccer player at age 15, Jon moved to London and went onto represent two of England's Premier Football clubs West Ham & Wimbledon United Football Clubs in the UK.

During his four years spent in London, Jon supplemented his income by working in a variety of roles including, working as a barrow boy, selling fruit/vegetables on the Romford (London) Market.

Jon later returned to Australia building a successful career over fifteen years in the print and communications industry working for organisations such as Xerox.

In 2000, Jon recognised a need in the market and founded Kwan Sports Management. Kwan became an official representative for International Sports Marketing organisation, Grand Slam International who manage many Olympic and World champion athletes.

In 2002, Kwan's Business Network Connect Consultancy formed, specialising in connecting and coaching Entrepreneurs, and senior people within organisations such as Deloitte, Deutsche Bank, NAB, HBOS Entrepreneurs Organisation, Goldman Sachs JB Were and Macquarie Bank to activate their networks, to uncover a consistent new learning and business pipeline.

Jon's experience, combined with his understanding of the importance of networks and how to manage and develop these relationships, guided him in creating a unique how to business network connect program 'Invisible Network'.

The key to competitive advantage does not hinge purely on the capacity to generate greater banks of intellectual capital or people, but more so on developing active business networks driven by the need to remain relevant and competent.

One of Australia's most successful Entrepreneurs John ILhan believes "Jon has introduced a refreshing approach to the concept of forming relationships, personal interaction with business associates, and the ensuing formation of an active network". "Jon challenges existing paradigms within the connecting and network space, re-educating us of the core values that underpin the formation of meaningful relationships.

His unique, simple and elegant approach is outstanding". "Whether you are an Entrepreneur or hold a senior position within the business community, we can all benefit from Jon's innovative approach, which ensures we don't lose sight of 'Who Matters? Everyone Matters'®.

CLIENT FEEDBACK

"Jon, your ability to turn the intangible into the tangible and the unattainable into the attainable is second to none in the networking and 'connecting' space. Your guidance has assisted me to refine my networking strategy and implementation of that strategy and has enabled me to open doors I previously assumed were inaccessible. I am impressed by your focus & your energy & I am certain it will drive your business success".

Strategic Financial Planning

"To be a successful financial adviser it is not only necessary to be highly conversant with legal and more technical financial considerations affecting any transaction, but it also imperative to have the ability to gain the respect and trust of current and prospective clients. Jon, you have taught me the "how to" of relationship management and opened channels of communication that I had previously thought daunting. The system and philosophy is elegant and simple, making it easy to both build on and manage my relationships effectively. This is where the core value lies for my business".

Corporate Finance

"I understand that this particular session was primarily focused on creating networking opportunities for Westpac Private Bank, but I found the skills you taught useful in every day life as well. It is amazing the difference the knowledge you have share with us has made, and I now pay a lot more notice to what people say and do".

Business Intelligence

"Thanks for facilitating such a useful seminar on last Friday. It has been my great pleasure to meet you. I found the skills that I learnt from 'The Invisible Network' Seminar are most beneficial for my career development. The seminar has also provided me a great insight into the importance of 'networking' in the business environment and personal development. I really enjoyed the Seminar".

Entrepreneurial Growth Markets