



SAM HARROP

2016 Speakers Kit

Sam's Biography

Helping business owners make their businesses more profitable and more valuable.



Sam Harrop is a professional speaker, author and trainer who specializes in helping people get stuff done. He comes from a successful career as an entrepreneur in South Africa, where he had built and sold a number of successful businesses.

Sam immigrated to Australia in 2008 with his family in the pursuit of his continued love of the outdoors, ongoing development of his entrepreneurial spirit and aspirations in assisting others - "I believe that we need more profitable sustainable businesses, as this is one of the best ways to improve Australia and ultimately the world by generating more jobs and more certainty in the world."

He established a company mentoring business owners and sharing his knowledge and expertise through keynote presentations and workshops. Sam has worked with businesses in almost every industry including manufacturing, construction, wholesale trade, retail, hospitality & leisure, transport, real estate, financial and insurance services.

Sam is the man that people call in when they want to "get stuff done" and enjoy the results that this provides. With this in mind a good friend and mentor suggested he write a book that will help people achieve outstanding results and learn how to use "accountability" first for themselves and then with others. "Getting Stuff Done" is Sam Harrop's first published book.

Sam shows people how to figure out what the right stuff is, how to do the right things at the right time and he makes absolutely certain that they do it. Working with him everyone gets accountability with clarity and a plan.

People Sam works with feel more confident, inspired and motivated. They become more engaged, productive, they earn more and have more time to do the things that are important to them. They also feel better about themselves and their ability to make a difference in the world.



Here are 7 hugely compelling reasons to convince you to book Sam for your next event:

1. Sam is seriously passionate about helping people to be as successful as they can in whatever they do.
2. Feedback from people who come to Sam's events suggests that people relate to his experiences, insights and my South African humour – no cardboard cut-out presenter here! Knowledge and entertainment in one package.
3. Each and every one of his presentations is customised to the needs of the audience.
4. Sam's presentations and workshops are highly engaging and interactive.
5. Sam holds himself and other people "accountable" and he knows how to set goals and achieve them, both in business and in personal life.
6. Sam "walks the talk" – having built, run and sold a number of successful businesses (with plenty of interesting experiences along the way).
7. Sam genuinely want you and your business team to be the best you can be.

"I believe the best way to improve our communities, Australia and the world is for more businesses to become more profitable and sustainable"

SAM HARROP



Presentation Topics

Sam is able to deliver keynote presentations, workshops, training sessions and webinars. He makes a point of customising every presentation to suit the audience. The following topics are indicative of the types of topics Sam can present on, but if you have a specific topic that you want covered, Sam can accommodate your request.

► Getting Stuff Done

Research shows that we are all feeling increased levels of frustration in our businesses, our companies and our lives in general, simply because we are struggling to get everything done. And in all likelihood this problem is only going to continue to get worse. In this thought provoking and fun presentation Sam explores the 7 Steps to Accountability that you need to follow and can be used to achieve personal accountability, first for yourself and then for others. Sam will help you understand each of the steps with easy to understand concepts, frameworks, models and examples that you will be able to relate to.

► The Ultimate Productivity Overhaul

Not having enough time is one of the most common excuses people have for not getting stuff done. Time is a key resource in your life and in your business. In this presentation Sam will help you understand the value of your time and how to schedule your time to align with your most important goals so you can achieve the results you desire.

Takeaways from this presentation include; how much procrastination actually costs you (it's a lot more than you think) and how to plan your days and your weeks so that you can invest your time both in yourself, your work, your health and relationships. Time will never manage itself. The decision to make a proactive effort on how you effectively use your time must come from you.

► Smart Sales Strategies

One of the biggest challenges in business is driving sales. Get it right and your business will boom, get it wrong and you can struggle. In this fun, informative and interactive presentation Sam will share with you a 5 Smart Sales Strategies which will help you sell more of any product or service quickly and easily. You will learn why so many people don't like "sales people" and what to do about it, how with just one simple action you can dramatically improve your conversion rate, how selling can be fun and who is most likely to buy from you. These strategies are simple yet highly effective and can make a huge difference in your bottom line.



Need a Dynamic MC?

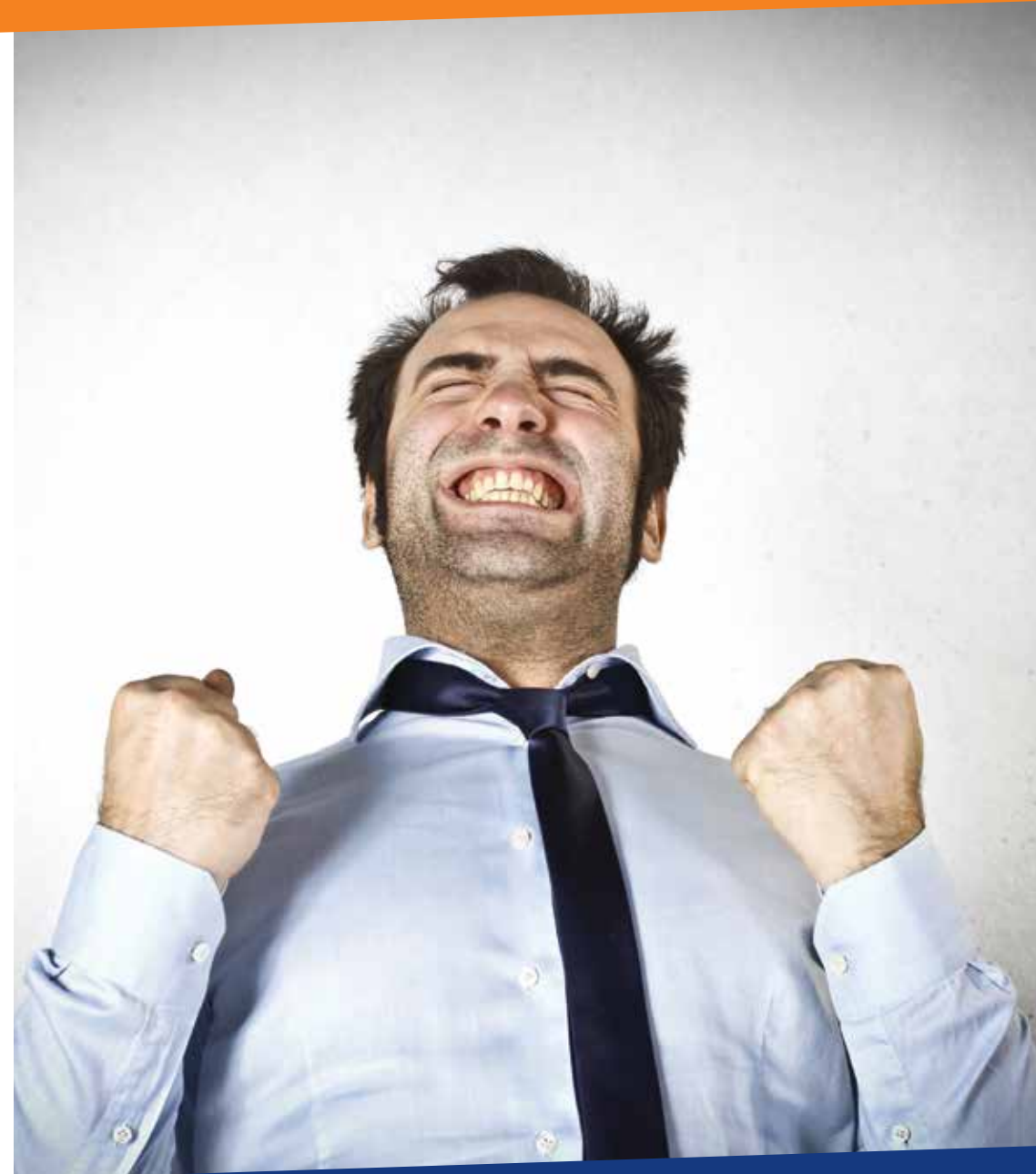
Having been the organiser of hundreds of events both small and large right through to being the MC on the day, Sam is well aware of the importance of having someone who is able to keep the function up beat, introduce other speakers and entertainers, be completely organised and efficient and most importantly keep the show running on time whilst ensuring the audience is engaged and having fun!

Sam can also facilitate discussions and workshops, host a gala dinner and awards evenings making the award winners feel like the stars they are.

Prior to the event Sam will schedule a briefing session with you so he can understand exactly what you are looking for, he will research your organisation and objectives and ensure that the event runs seamlessly.

“There is nothing worse than an event with a dull and boring MC. Engage Sam Harrop and you won’t have that problem. Apart from being an authority on the topic of “getting stuff done”, Sam has a great sense of humour, he is unbelievably organised and he has total commitment to make your event sensational. If you want an exceptional MC for your event - look no further than Sam Harrop”.

**ANDREW GRIFFITHS IS AUSTRALIA’S #1
SMALL BUSINESS AND ENTREPRENEURIAL AUTHOR**



Sam the Presenter

Why Sam has been their preferred presenter...

"The feedback we received from the client was outstanding. They loved the easy manner in which you presented to the delegates as well as the group interaction you facilitated for them. It was a pleasure working with you and we look forward to working with you again in South Africa." [Lynne Duncan - Conference Speakers International](#)

"Sam is an amazing speaker who grabs your attention with his enthusiasm and passion and shares his personal experiences and profound insights in a way that is easy to follow and engaging. You always leave his presentations with practical steps you can take to improve your business and your life." [Steven Devenish - Devenish Law](#)

"Sam was recently a guest speaker at a business customer function we hosted Sam provided great value to our event. Our customers and our staff found Sam's insight into selling very practical and I would recommend attending any speaking engagement Sam is hosting. I have now participated in numerous sessions with Sam, I enjoyed them so much I had to buy a copy of his book." [Tony Jensen - Bendigo Bank](#)

"Sam's wealth of experience in business shines through every aspect of his presentation style. He's an enthusiastic and practical presenter with loads of audience interaction. I always walk away from his workshops feeling inspired to tackle new things, and tough stuff I've been putting off." [Nicky Jurd - Precedence](#)

"I've had the pleasure of working with Sam in my professional and personal life. Sam knows how to get to the heart of what's really going on, then helps to uncover fantastic solutions. Sam is an engaging and inspirational speaker and I'd recommend him for any event where you want to encourage 'getting stuff done'."

[Rachel Ranton - Area Manager St. George Bank](#)

Ultimately Sam's clients feel more confident, empowered, inspired and get great results!



- ▶ All presentations can be tailored specifically to fit allocated time
- ▶ Presentation content can be tweaked for specific industries/ target audience
- ▶ Costs associated with booking Sam for your event will vary dependent on where the event is being held and the duration of the presentation required
- ▶ You can book Sam through your Speaking Bureau contact
- ▶ For further reference please go to www.samharrop.com.au

