

Keynote Presentations

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.

Building a Highly Valuable & Saleable Business

Many business owners have thought about selling their business either because they are “Over it” or they recognise that they need to plan for retirement. They all have one thing in common they want to be “Happily Out”, in other words sell their business for top dollar on their terms.

There are 3 key challenges facing business owners who want to exit their businesses. Firstly, they do not know what their business is worth and have unrealistic expectations on what is involved so they do nothing resulting in them being out of pocket, out of time and out of options. Secondly, they do not know how to efficiently attract the right buyers so they have little or no enquiries and risk giving away sensitive information. And finally, they do not know how to effectively negotiate and finalise the sale of their business resulting in potential buyers walking away from the deal.

In this informative and practical presentation, Sam will address these challenges and more by going through the “5 Steps to Prepare You & Your Business for Sale”, so that business owners can maximise the value of their business value and be able to make more money selling their business than running it.

Why Competing on Price Sucks and What to Do About It

If you are competing on price the chances are you are not earning the money you deserve. No matter how hard you try to be competitive, there always seems to be somebody out there who is willing to do it even cheaper.

When you create more value and better communicate that value, you can stop competing on price and start earning what you deserve.

Sam will share three simple, practical ways you can better create and communicate value so you no longer need to compete on price.



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 "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.