

Paul McCarthy

Your Next Conference Speaker



Paul McCarthy has fast become one of Australia's most in-demand professional speakers and workshop trainers. Paul is an award-winning international speaker, author and one of this country's most innovative sales and marketing experts.

The secret to business success lies in people. The unlocking of their full potential is vital if an enterprise is to realise its goals. Breaking comfort zones, energising, refocusing and positively motivating people can achieve extraordinary results. Through his inspiring and compelling presentation, that's exactly what Paul does.

Formerly a professional musician, Paul brings a unique energy and flair to every event. He is dedicated to helping people maximise their potential. He not only positively affects the minds and spirits of the participants, but the productivity and bottom line performance of the business.

Paul shares easy-to-implement, practical strategies that create a dynamic formula for success. His cutting edge programs have helped catapult countless businesses to new levels of profitability and individuals to greater life satisfaction. Paul can do the same for you and your organisation.

Paul's Keynotes

Paul delivers a range of popular presentations or can tailor a keynote or workshop to your organisations specific needs.

1. **Selling to a different beat:** How to maximise your selling opportunities. Sales focus - Learned optimism - Professional problem solving - No pressure selling strategies
2. **Creating happy customers:** How to create a devoted and happy customer base. Marketing business growth - Exceptional service - Customer loyalty
3. **A brand new day:** How to change, overcoming the barriers to change in your marketplace. Change before you need to change - Innovative ways to change - Grow your business through change
4. **Rock solid marketing:** Creative ways to proactively win greater market share. Innovative, practical, and affordable strategies to gain the customer's attention and a competitive edge.

What our clients say;

You spoke about change, goals and motivation issues and it was like you knew exactly what our focus was. I can't speak highly enough of your work and will promote your name every opportunity I get.

Jan Shellew, Training Manager, Heinz

Paul, thank you for making our strategic planning day such a tremendous success, your presentation was truly inspirational. You helped us take the first significant steps towards making positive changes in our work environment. I would recommend you to any business that wants to create a positive change and be entertained and motivated in the process. Thank you.

**Peter Krincevski, GM
Electronics Engineering,
Australian Arrow.**

Paul, thank you...the evening certainly met our expectations with the response from attendees being "an excellent evening". Practical ideas that can be implemented immediately were what people wanted and what they certainly got. Thanks again...and I look forward to working with you again.

**Christine Chandler, Corporate
Relations Manager Australian
Institute of Management -
Victoria & Tasmania**

Paul's Clients Include

- Heinz
- State Revenue Office
- First National Real Estate
- Queensland Rail Institute
- Cussons
- Australian Arrow
- Bell Real Estate
- Regional One Credit Union
- Goulburn Ovens Tafe



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