

Profit Building Presentations for Professional Services Firms

- Increase Revenue
- Improve Productivity
- Gain a Competitive Edge
- Produce More Profit

**MICHAEL
HARRISON**

**Powerful
Presentations**

to Supercharge
Your Sales
and Increase Your
Bottom Line



Michael Harrison designs lead generation, marketing and business growth strategies for professional services firms.

More importantly, he has done what he talks about.

In the seventies he was recognised as one of the world's leading insurance sales executives. In the eighties he founded Australia's first private bank. And in the nineties he established his business consultancy Strategies Plus Concepts Pty Ltd.

His clients have included Citibank, Zurich Financial Services, STAR Alliance Network, the Australian Competition and Consumer Commission, AMP as well as startups, entrepreneurs, corporations, associations, business owners and others wanting to grow and gain a competitive advantage.

A noted business speaker, Michael is the creator of the Mini Guide to Business series and the author of five books and numerous articles about business success and related topics.



www.strategies.com.au

Give your team the actual techniques that have increased sales by as much as 500%!

**Members of associations, business owners, executives, corporate team members;
You can use these powerful strategies to succeed in a high-tech world.**

MICHAEL'S MOST REQUESTED PRESENTATIONS

Lead generation strategies for Professionals

Businesses succeed or fail based on their ability to attract profitable clients.

This program will teach you how to identify who you want to deal with, where to find them, how to contact them under favourable circumstances, and what will impress them so that they want to find out more about you.

As well as learning which tactics offer the best opportunities, attendees will learn how the business professional can be positioned as a person who can introduce profitable business ideas to their clients.

The Art of Building Profitable Business Relationships

Strong relationships are the key to long-term profit.

Business professionals spend time and money to acquire new clients and sell them. The best professionals know how to develop and build on the relationships so they become extremely profitable and refer their clients and colleagues.

This program will show you how to quickly establish common ground, identify personal interests and values, understand individual buying criteria and turn clients into centres of influence.

Tools for the tech-savvy Professional

Today's world is being driven by rapid changes and improvements in technology.

There are new data capture tools, audio and video recording tools, voice recognition tools, presentation tools, communication tools, web based tools and smart phones.

These and others can be used to improve client management, reduce costs and improve profitability. More importantly, business people with an understanding of technology and how it can be used have stronger positioning and greater influence with their clients. This workshop shows you how.

All presentations are available as a keynote, half-day or full-day workshop.

These presentations are perfect for:

- Corporate Events
- Conventions
- Breakouts
- Association Meetings
- Sales Meetings
- In-House Training

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