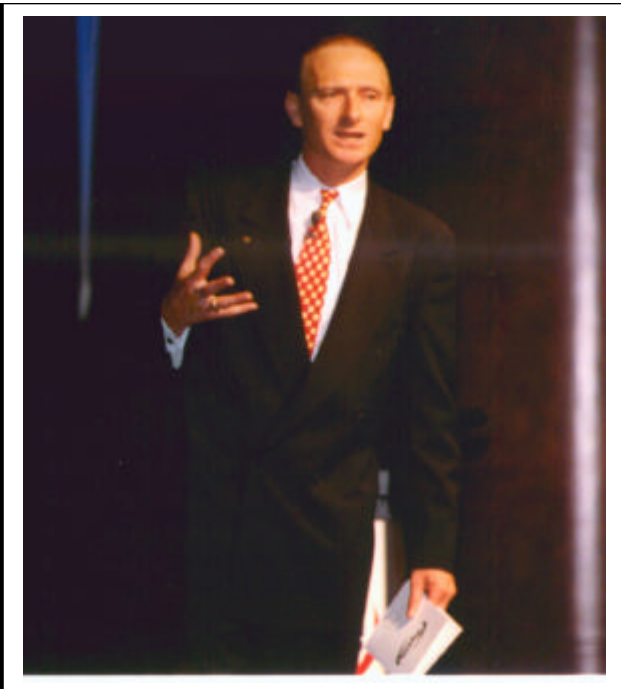




How You can have **FIVE SPEAKERS** for the Price of **ONE...**

LEIGH FARNELL

MR. INNOVATION



You can have
Australia's National
expert on **Growth,
Innovation and Fun
in Business** unlock
the hidden profits in
YOUR people at
your next
conference.



LEIGH FARNELL

– MR. INNOVATION



You can have Australia's National expert on **Growth, Innovation and Fun in Business** unlock the hidden profits in **YOUR** people at your next conference.

Topics: Innovation in Sales, Marketing, Teamwork, Accelerated Business Growth

Leigh Farnell makes each of these topics a humorous, interactive, motivational, entertaining and profitable experience.

- **Managing Change and Innovation,**
- **Accelerated Growth through Leading Edge Sales,**
- **Relationship Marketing** and
- **High Performance Teamwork**

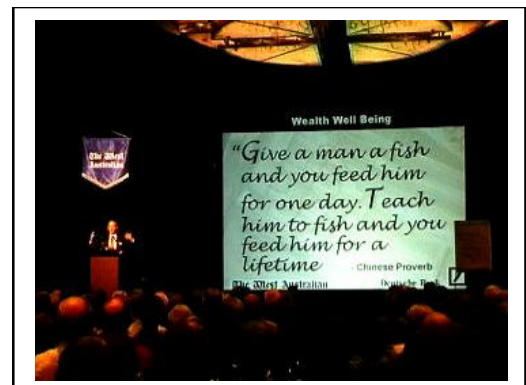
Since 1985 he has consistently helped businesses grow by over 100% in less than 12 months, win National Sales and Customer Service Awards, break sales records and have more fun growing and changing organisations to realise their full potential...

How would you like a 10,000% ROI?

Recently one of his clients returned \$10,000 in EXTRA SALES for every one dollar they invested in Leigh's programmes... A MASSIVE 10,000% RETURN ON INVESTMENT..

Leigh consistently helps companies discover millions of dollars in hidden sales and efficiencies with his leading edge seminar systems and strategies.

An international author, speaker, business development consultant, and entertainer Leigh has the highest accreditation from the National Speakers Association of Australia - the Certified Speaking





Professional. The C.S.P is awarded to speakers who have spoken professionally over 250 times with more than 100 different clients.

Leigh has a Masters Degree in Education and a background in large and small business combined with radio, theatre and television; he makes sure education is entertaining.

Crazy Characters

To make his keynotes sidesplitting fun, on request he devises characters such as Professor Mark Moorehouse, Marketing Guru, The Great Wealth Wizard of Oz, Lesley Morgan (ex Public Servant turned losing manager/entrepreneur) or Darth the Discounter to make his points even more powerful and impactful to his audiences.

Over 200 clients from 30 different industries

Leigh Farnell's client list reads like a 'Who's Who of business' He has helped over 100,000 people in more than 200 businesses and 30 different industries.

From truck drivers with **Crystal Soft Drinks**, to carpenters and plumbers with Asset Services to retailers with **Cash Converters**, Cheers Liquor Group, Hob Nob Bridal Wear, **Dymocks Bookshops** and Mitre 10 Hardware. From Managers with **BHP**, to **BankWest** and **Deutsche Bank**, **Telstra**, **Western Power**, **Mobitel-Sri Lanka**, **The Financial Planners Association**, **The Franchise Council of Australia**, to the Sales Teams at Trivett **Honda** and Home Building Society, from BP Distributors to the Engineers and Workers with **The Water Board of Western Australia and Australian Defence Industries...** with his humorous, interactive yet challenging style, Farnell consistently delivers BIG results.



Author and Producer of business building tools.

He is author of **DO BETTER NOW... 150 Ways To Lift Your Personal And Business Life**, **The Relationship Marketing Factor in Business**, **The Secrets of Customer Service Champions**, **Wellth For The Unwellthy - Your Complete Guide To Wealth And Well-Being** and the **Breakthrough Management Programmes.**



Lets GO M.A.D NOW...

Leigh is a Past National Vice President and Board Member of the National Speakers Association of Australia.

A father of 3 children and husband to one wife, Leigh Farnell is on a mission ... for each and every one of his audience members to leave his sessions ready to go M.A.D... **MAKE A DIFFERENCE..**

What others say:

*'Your presentation received rave reviews.. with comments like: 'Even if Leigh Farnell had been the only speaker, it would have been good value...post lunch session was excellent and gave food for thought and healthy laughter. Positive way of looking at teams and ourselves...**Fun, dynamic... very motivating...great speaker...**'*

- Celeste Sweeney. Conference Convenor. Operating Room Nurses Association of Western Australia (Inc)

'Our sales have increased by 1000%. Our working capital has doubled. Our fixed overheads have been reduced by over 50%. Our marketing and distribution to key growth markets has improved dramatically. Leigh Farnell is invaluable to any General Manager or Managing Director serious about making a change to bottom line performance in their business.'

- Vijay Watson. General Manager. ADI. Telecommunications

'We needed to kick the afternoon off successfully and boy did you come through. The best I've seen in 21 years in real estate.'

- Gayle Stevens. State Sales Manager. Century 21.

'Thank you for creating a magical experience for our team.'

- Grant Vernon. National Manager Sales and Operations. SealCorp.

'We are laughing our way to success...'

- Mark Brice. National Sales Director. Vista Blinds.

'Leigh Farnell is up there with the best.'

- Brian Cumins. Chairman and Founder Cash Converters International.



INTRODUCTION FOR LEIGH FARNELL..PLEASE READ DIRECTLY AS FOLLOWS

Our speaker today is an international author and business consultant who believes ‘YOU going MAD is good for your business, and your business is good for you going mad.’

Leigh Farnell is MAD. He is an agent of change and consultant to businesses right around Australia and overseas into Asia and the USA.

He has consulted to 300 businesses in over 70 different industries. Many of them have now gone MAD.

From AMP, Colonial, Deutsche Bank, BHP, Telstra and TAFE to Mobitel-Sri Lanka, BP, BankWest, Cash Converters and Caterpillar.. our next speaker is in the **business of making a big MAD difference to business.**

Leigh Farnell is a Wizard of business madness, change and growth.

In the past year his MADNESS systems have helped his clients generate over \$40 million dollars in **additional** revenue and efficiencies.. which proves how going mad really does pay..

He is author of 3 books, 8 audio programmes and 2 videos on personal and business success.

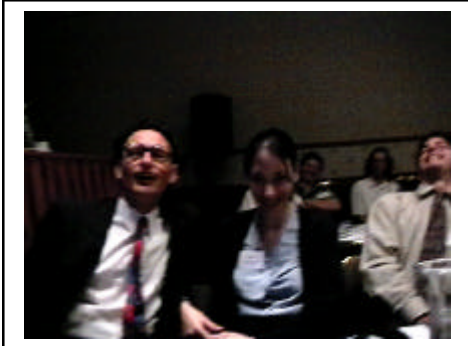
A father of 3 children, husband to one wife and a shocking singer.. his wife says it drives her MAD..

So...If you're ready to go M. A. D and **make a difference** to your business, please welcome Leigh Farnell

(Music comes up... Track Number One of Top Gun CD)



LES MORGAN - CHANGE AGENT FOR CHANGING CULTURES



Lesley Morgan gives even the least motivated person on your team HOPE that they too 'can make it through' in times of change.

The man to change your culture

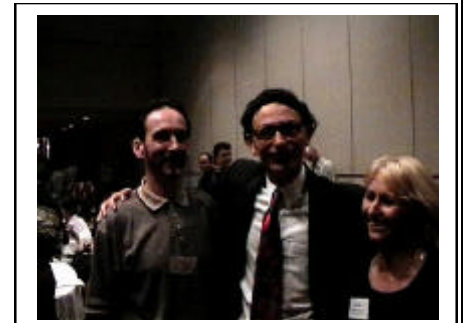
As a past member of the Australian Public Service (Department of Veterans Affairs and Social Security before working in a secret team deep within the bowels of Jeff Kennett's Victorian Government) Les has seen change, been part of change and has now become an agent of change available to Australian industry in these crucial times of change.

When you want a man with the teeth of Chad Morgan, the hair of Morgan the cow and the glasses of your father's manager from 1957 you'll get Les Morgan.

If anyone can, Morgan Can..

Les will motivate your team with the themes:

- Change management
- The CAN CAN DO Strategy to Change
- Stress Management
- Managing People in Times of Change
- How to Survive and Thrive in times of Change – 7 Potholes in the road to Implementing Change you absolutely should Avoid



Turn over for what others say....



What others say:

*'Your professionalism in preparation and research combined with your talent produced exactly the result I was hoping for. It truly was the **funniest thing I have ever seen: every single person in the room was crying with laughter.**'*

- Grant Vernon. General Manager ASGARD Operations

*'The feedback from all staff including senior management was of the **highest praise and congratulations.** Entertaining. Thought provoking. Accurate description of the Water Boards culture. The outcome was **exactly what I wanted** and set the scene for the remainder of the conference with numerous references to Les's "Glimpses of Wisdom" and the "Meaning of Life" according to Les.*

- Wayne Tingy. Water Board of WA

*'Thank you for a **very entertaining** performance as Les Morgan at our TQM Conference dinner. Not only did it bring home the point on how not to do Quality, everyone **thoroughly enjoyed the humour** and it set the right atmosphere for the remainder of an enjoyable evening.'*

- Lyn Cavangagh. Water Board of W.A



INTRODUCTION FOR LES MORGAN

Ladies and gentlemen.....

Mr. Les Morgan had been Office Manager at the Brunswick office of the Department of Social Security.

He previously spent 15 years with the Department of Veterans Affairs in a management and supervisory role.

Les has considerable experience facing the very same issues we are facing in our business today. As a hands on manager, he knows what you're up against and he has some real answers to your real problems.

Les Morgan is now a consultant to both industry and government on workplace change.

Please welcome Mr. Lesley Morgan...

AT END OF TALK - UNVEILING

In case you hadn't already worked it out... That wasn't really Lesley Morgan.. It was in fact Leigh Farnell....

You say what you like about that to intro me as speaker, change agent, ... who believes education should be entertaining ..



WELLTH WIZARD OF OZ

The Wellth Wizard of Oz has been sent from another place to help citizens in the Land of Oz discover how to:



1. Escape from Financial Slavery to Financial Freedom
2. Go from Debt creators to Wealth creators
3. Discover the 12 W's to Financial Success
4. How to make the Magical Journey from Spender to saver to investor to Financially Free
5. Lower Stress at Work and Have More Fun to be More Productive

The Wizard's Magic Topics

The Wellth Wizard also talks on:

1. Balancing Wealth And Well-Being: How To Stay Sane On Your Journey Towards Financial Freedom.
2. The Mindset For Financial Success: What Needs To Go On Between Your Ears If You're Going To Be Wealthy
3. The 21st Century Financial Planner: What To Expect From A Financial Coach On Your Way To Wealth
4. The Secret Lifestyles Of The Rich And Happy: How Rich And Happy People Balance Out Family, Work And Leisure.
5. Low Stress Strategies For Financial Wellness: How To Take The Stress Out Of Getting Financially Well
6. I'm Overtired, Overworked And I Think I'm Going Mad – How To Balance This Thing Called Life At Work





What others say:

*'Thank you immensely for the **riveting** performance you gave as The Wizard at our L.J Hooker Round Table convention this year. Not only was it entertaining, to keep the attention of your audience but your presentation was **powerful and motivating.**'*

- Sharon Love. L. J Hooker

'Your Wizard of Oz was a great way to liven up our conference and teach us some key financial management concepts.'

*'Your address as the Wizard of Wellth was not only **highly entertaining** but had a valuable message that was well communicated.'*

- Howard Wilcocksen. Regional Manager. Jani King.

When your team are ready for:

- Fun
- Financial freedom
- Low stress success

Call the Wizard.



INTRODUCTION FOR THE WELLTH WIZARD OF OZ

Our next speaker might dazzle some of you and take others of you back to your childhood.

Our next speaker is a cross dresser with a large pointy wand.

Our next speaker will help your dreams come true, your fantasy become your reality and if you're willing to take a trip down the yellow brick road, you too can find out what lies somewhere over the rainbow.

Whether you have business dreams, relationship dreams, money dreams or health dreams, the Wellth Wizard of Oz can help you...

The Great Wealth Wizard of Oz... The Wizard is a Master of Business Success.. and Life Success

So please, get ready for some serious fun and welcome, the Great Wealth Wizard of Oz...



DR. MARK MOOREHOUSE MARKETING GURU

‘A guru of guerrilla marketing..’

THE WALL STREET JOURNAL

‘Moorehouse has taken Apple out of the poorhouse’ – Steve Jobs. CEO Apple Computers

‘A genius in selling in the 21st Century.’

USA Today



A genius in selling

USA Today has called Professor Mark Moorehouse ‘a genius in selling in the 21st century.’ The Wall Street Journal wrote him as ‘one of Americas gurus in guerrilla marketing.’ Marketing USA described him as ‘The Show Man of Show Selling.’

Dr Mark Moorehouse has a PhD in Marketing and Business from Harvard, a Masters Degree in Human Psychology from University of Minnesota and an Engineering Degree from the University of Washington.

He is a visiting Professor on marketing and strategic promotions at the London Business School.

His books “Exhibit Yourself - There’s Money In Showing It Off.” ‘If You’ve Got It Flaunt It’ and ‘Exhibitionism is Good for Business’ have been best sellers in the American Business Books List for the past 5 years.

Record breaking successes

He worked with Microsoft on the record breaking launch of their Windows 95 campaign, Honda on their Motor Shows throughout the World, Intel and IBM on their record breaking sales success with the I-Mac display at the recent Comdex in Las Vegas, the worlds largest computer exhibition.

He will have flown out (he arrived just last night) direct

His topics...

1. Relationship Marketing in the New Millennium..
2. Relationship Marketing for Financial Planners
3. The Science of Success in Marketing in the New Millennium
4. Marketing, Change and Adaptation to Thrive in the 21st Century



What others say:

*'May I pay tribute to your **craftsmanship, both as a presenter and business analyst.** Your presentation distilled the essential issues of the present commercial environment, **needling participants into action** of review and rethink.'*

- Thomas Potter. Financial Planners Association of Australia

'Mark Moorehouse is every bit the guru they say he is..'

*'He had us on the edge of our seats. Firstly we wanted to throw things at him, then we wanted to applaud him, then we stood up and cheered him. **What a guy!**'*

*'We can't wait to put his revolutionary ideas into practice. **Moorehouse will make sure we stay out of the poorhouse.**'*



INTRODUCTION TO DR MARK MOOREHOUSE

To ensure you get a number one idea from tonight's launch we have invited one of the worlds leading authorities on Exhibition Marketing and Sales to speak to you.

Western Power and Vision Events have flown in from the USA a person USA Today has called 'a genius in selling for the 21st century.' The Wall Street Journal wrote of him as 'one of Americas gurus in guerrilla marketing.' Marketing USA Magazine described him as 'A Scientist of Show Selling Success.'

Dr Mark Moorehouse has a PhD in Marketing and Business from Harvard University, a Masters Degree in Human Psychology from University of Minnesota and an Engineering Degree from the University of Washington. He is a visiting Professor on marketing and strategic promotions at the London Business School.

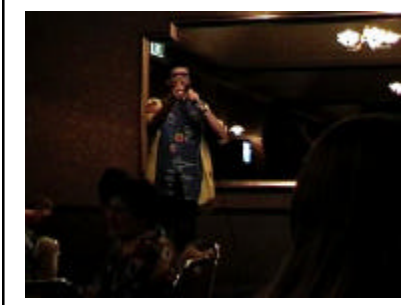
His books "Exhibit Yourself - There's money in showing it off." 'If you've got it flaunt it' and 'Exhibitionism is Good for Business' have been best sellers in the American Business Books List for the past 5 years.

He worked with Microsoft on the record breaking launch of their Windows 95 campaign, Honda on their Worldwide Motor Shows in Japan and around the globe, Intel , and IBM and Apple on their record breaking sales success with the I-Mac display at the recent Comdex in Las Vegas, the worlds largest computer exhibition.

We have flown him out (in fact he arrived just this afternoon) direct from a business meeting he was having in Monte Carlo with the European management of Nike to be with you.
Please welcome Dr Mark Moorehouse.



BOBBY DAZZLER – WORLD’S GREATEST SHOW-MAN. THE KING OF CORPORATE KAREOKE



Bobby Dazzler is a karaoke cabaret legend. Las Vegas comes to your company.

Make your next convention your best ever

For your next convention or seminar dinner he will

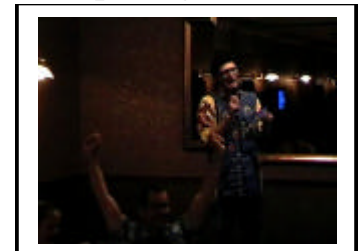
make it your best ever...



From Bad, Bad Leroy Brown to Love Shack

From the time he bounds out with his ‘Bad Bad Leroy Brown’ opening number to the his grand finale ‘Love Shack’ close, your people will be having the times of their lives.

Bobby has appeared in Bali, Lorne, Sydney, Perth and Melbourne for clients such as Telstra, Deutsche Bank and EBM Insurance Brokers.



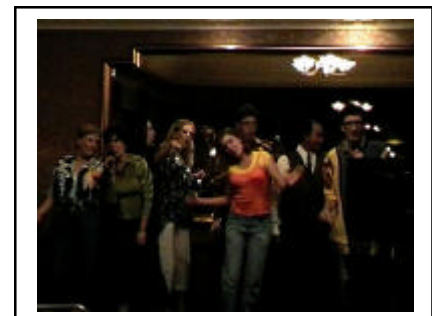
Book Bobby for your next:

- Conference
- Seminar
- Awards Dinner
- End of Year Celebration
- Product Launch
- Rewards Conference
- Or just any excuse to party



What others say:

‘The critical component in delivering the overwhelming feelings of good attitude, camaraderie and willingness to learn was you, one Leigh Farnell (and Bobby Dazzler).’
- Alan Bishop. Managing Director. EBM Insurance Brokers





INTRODUCTION FOR BOBBY DAZZLER

Ladies and Gentlemen... at great expense to the management... Live from a record-breaking run in Las Vegas.... Please welcome.. International cabaret sensation... Mr. Bobby Dazzler...

Up comes music to 'Bad Bad Leroy Brown'...



12 Very good Reasons for YOU to Book Leigh Farnell:

1. He has a **proven track record** in professional speaking and consulting to over 300 businesses in 70 different industries throughout Australia and Asia over the past 20 years.
2. He can **give you more than one speaker**. You can have Leigh Farnell and one or more of his 4 characters fill up 2 or more sessions for the price of one.
3. He makes education very, **very entertaining**.. and profitable
4. He can do a **comedy** character to open and close your conference as well as do more content based keynotes and workshops throughout the conference
5. He can do **1-1 coaching** and small group coaching sessions on sales, marketing, change and people management
6. He can do both **business and personal** development sessions
7. He can **MC** as well as present at your conference
8. He **tailors** his presentations to your industry needs
9. He can chair or **facilitate an open forum/problem solving** session for your industry
10. He becomes a real talking point amongst delegates and opens up the friendliness and camaraderie at the conference. People like the **atmosphere he creates** for the rest of the conference when he opens it.
11. He **warms up** the conference for the rest of the speakers to follow.
12. He's very **easy to work** with. There is **no big ego** when you deal with Leigh Farnell.