

ROB **HARTNETT**

thinking BIG



“You came through and delivered beyond their wildest expectations. An entertaining and illuminating presentation delivered confidently and competently by a true professional”
- *National Speakers Association*

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SALES • MARKETING • MOTIVATION

Performance Guarantee

To listen and learn about your business needs and then deliver an affordable, innovative and effective presentation tailored to your needs or it's free.



“Rob delivered an inspirational and passionate session. He was also very flexible and easy to work with”
- **IOOF Funds Management**

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Sales, Marketing, Motivation.

ROB HARTNETT

Delivering Outstanding Business Performance

Rob Hartnett is a new generation of speaker who will educate and entertain your group while instilling humour, passion and enthusiasm through his presentations which are jam packed with endless ways to drive your sales, marketing and personal development to the next level.



“Inspirational and very motivating”
- Robert Bosch Australia

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Who

Who he speaks to:

Rob speaks to sales teams, business owners, store managers, distributors, resellers, retailers, multi-level marketers and franchisees. His messages are relevant to anyone who has to rely upon making sales and coping with constant change in a competitive environment.

Rob has spoken in his entertaining, thought provoking and down to earth style to 1,000's of people from small business owners through to global organisations throughout Australia and overseas.



“Great to work with a true legend of the speaking circuit”

- *Sensis*

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What



“Excellent marketer, excellent presenter, his energy and enthusiasm worked well in influencing people beyond the conference”
- **Hewlett-Packard**

Outstanding Takeaway Value:

Audiences that hear Rob speak come away energised, inspired, entertained and most importantly rich in proven sales, marketing and personal development ideas they can confidently put to work immediately .

The reason this occurs is that Rob takes the time to research thoroughly including mystery shopping and interviewing staff. For example a key question Rob asks is **“what is the difference between the top 5% of performers in your competitive situation and the remaining 95%?”** The answer usually has very little to do with technical skill, or core abilities, but it does have a lot to do with mental attitude, market perception and the ability to accept change.

Rob also works closely with the event organisers to ensure to that he delivers a proven presentation that is tailored to the unique needs of each audience and hits the mark every time.

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Keynotes

Recent keynote presentations:

- The Power of Thinking BIG
- Maximum Results in Minimum Time
- Bringing Order to your Chaotic World
 - work/life balance
- Why People Buy
- Why Winners always Win
- Success Systems - Your Success is always in a System
- Small Business Success Made Easy
- The Entrepreneurs Guide to Marketing
- Tuning Sails to Tuning Two Strokes - The 7 Rules for Change
- Fast Times Ahead - Sales & Marketing Tips for the 21st century
- Creating Winning Teams



“We were engrossed for a full hour – I hardly took any notes in case I missed anything, if we could just bottle that presentation - well done!”

- Rural Press

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Training Workshops

- Getting More of the Right Customers
- Marketing for Small Business
- Marketing for Non Marketers
- Sales Team Management
- Selling Skills for Non Sales People
- Performance Presentations - Secrets of how to Present 1:1 or 1:1,000
- High Performance Team Development
- Confident Public Speaking - Tricks and Tips that will give you the edge
- Virtual Profits - Succeeding Online Today
- Developing Outstanding Customer Service
- Managing Major Accounts & Strategic Sales

The training workshops are customised to your organisations requirements and run typically from 3 hours to 2 days depending upon the topic and the content. Please contact us for more details on these training topics.

“We were delighted with the services of Rob Hartnett. Marketing has always been a bit like wishing into the wind for us but he was able to show us the science behind the results.”

- Yoga Solutions

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Background

Rob Hartnett started work in the family automotive business as soon as he could crawl and hasn't stopped working since. Today he is the founder and director of leading sales and marketing advisory, Business Performance International.

Between working in the family small business and his current role at Business Performance International, Rob completed a Bachelor of Business and a Post Graduate in Applied Finance & Investment and worked in senior sales and marketing roles for companies such as BCA IT and global organisations Apple Computer, Hewlett-Packard & advertising agency Publicis Mojo.

At BCA IT he was a high achiever in sales for four years straight and part of the team that was named Apple Corporate Reseller of the Year for four years running.

At Hewlett-Packard he received numerous marketing awards including the HP Asia Pacific High Achiever award and in his role as a senior partner at Publicis Mojo he was part of the team named Advertising Agency of the year in 2002 and 2003.

He is a regular in the media having appeared on "Bread TV", "Business Daily" "Good Morning Australia" and "Career Success" on Foxtel Digital. He is also a best selling author and had numerous articles on sales and marketing.

Rob is a former world and multiple state champion yachtsman and involved in competitive motorsport with his family based in Melbourne.

When Rob Hartnett speaks about motivation, personal development and success, it is from the heart because these qualities symbolise who he is and what he does.

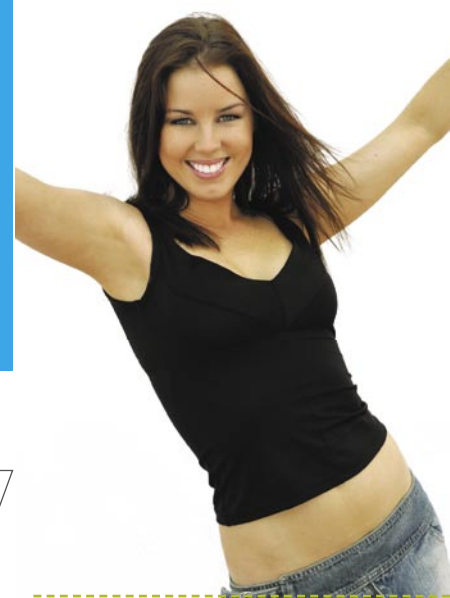


"Your expertise and enthusiasm was truly inspirational to all those that attended"

- *American Express International*

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“Rob was well researched and complemented our program perfectly. He entertained and held our focus superbly.”
- **Agfa Graphics Systems**



What people say

Testimonials on the difference Rob Hartnett can make:

“Rob, you far exceeded my expectations of a speaker in our Masters Program. The discipline of great preparation and content delivery was explicit, and it balanced perfectly with sincere enthusiasm and creating some very funny moments. It was a joy watching the master at this craft and I hope you will consider speaking for our post-graduate program again.”

- **RMIT Masters Program(Advertising)**

“Rob was professional, energetic and entertaining. His willingness to understand our needs, and to respond to them, was appreciated and was a positive aspect to his performance”

- **Australian Wine & Brandy Corporation**

“Excellent! Rob was witty and very topical. A great wrap up for the conference with everyone going away enthused.”

- **NIB Health Funds**

“You amused, entertained, and informed the group - It was great and hit the spot - Thanks”

Holmesglen Institute of TAFE

“Excellent. Rob took the time to research the background of the conference and the people involved. He was professional and very entertaining”

Australian Human Resources Institute

“Rob left us astounded and enthused by his presentation. It has been the highlight of our presentations given this year and continues to be discussed”

Rotary Victoria

“The changing world of sales and marketing - Many thanks for your entertaining and thought provoking presentation at the Mindshop International Conference last week. Feedback on the conference was that it was our best yet and a huge success so thanks again for being part of that.”

Mindshop

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Contact

For bookings details, preferred speaker agencies and all general training enquiries please call

1300 887 901

Or email:
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Business Performance International

www.businessperformance.com.au

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