

Robert Nankervis
Propelling Performance

Speakers Kit

2014



As a business consultant, advisor and executive coach with more than 30 years' experience, Rob Nankervis uses internationally renowned techniques to build leadership capability and maximise growth, revenue and profits.

Businesses seeking to expand their market share, drive growth and increase profitability have a powerful partner – Rob Nankervis. A highly successful, highly driven businessman, Rob thrives on demystifying organisational change and strategic planning.

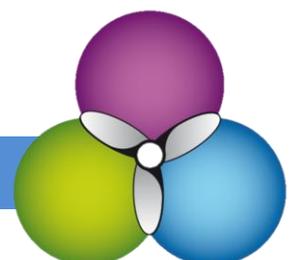
A business consultant and executive coach with 30 years' experience, Rob has in-depth expertise across a range of sectors, from insurance and banking to telecommunications and government. Strategic planning, organisational review and managing change are Rob's speciality. He coaches CEOs, Directors, Board members and senior executives, supporting them through business performance challenges, growth periods and company transformations.

With extensive experience in organisational diagnostics, Rob has facilitated executive strategy sessions, delivered high performance team development initiatives, recruited senior executives, and driven complex corporate transformation projects. As a CPA-qualified accountant, Rob's commercial acumen is top notch and his strong communication skills enable him to relate to all organisational levels, from shop floor to boardroom table.

His career has encompassed high-level leadership roles and a broad spectrum of consulting assignments. Most recently, he was a Director of Performance Improvement within Ernst & Young's advisory practice and, prior to that, Client Partner at boutique leadership advisory firm, Oppeus International. Rob is also proud to have been involved in a number of community-based organisations, acting as a Director on the national Boards of Save the Children Australia, and Chartered Secretaries Australia Limited.

Confident as a speaker, Rob inspires and motivates business owners and executive teams, and welcomes the opportunity to share his insights at conferences and events. He helps his audience clarify their purpose, determine their strategic goals and develop results-driven plans to achieve those goals.

Rob holds a Bachelor of Business (Accounting), a Graduate Diploma in Business Management, a Company Director's Diploma and is a Certified Organisational Coach (Level Two).



Keynote Speeches

A pro on the public speaking circuit, Rob inspires and motivates business owners, regularly sharing his insights at conferences and events.

Drawing on methodology from best-selling book *Mastering the Rockefeller Habits* (as well as his own extensive experience), Rob's keynote speeches help his audience clarify their purpose, determine their strategic goals and develop results-driven strategic plans.

Rob offers both 30 minute and 60 minute versions of his keynote speeches, including:

- ✓ Attracting and Retaining Your 'A' Team
- ✓ Your Strategy in One Sentence
- ✓ Increasing your Cash Flow without Outside Financing
- ✓ Three Critical Execution Disciplines to Exceed Your Targets

Why Have Rob Speak?

- ✓ Every audience member will leave feeling inspired, empowered and motivated.
- ✓ Rob tailors his keynote speeches to meet the specific needs of your business. No one-size-fits all approach.
- ✓ Rob's strong communication skills enable him to engage with all levels of all types of business, from shop floor to boardroom table.
- ✓ Rob draws on Gazelles International business coaching methodology, a proven approach currently used by more than 2,000 businesses (turning over \$42 billion) worldwide.
- ✓ Rob guarantees all his services. He works collaboratively with you to drive real business results and maximise growth and profits.

“Terrific, intelligent, incisive and patient.”

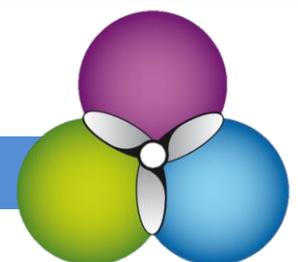
“Very happy with the outcome. Good integration of our purpose, vision, brand promise and plan.”

“Good facilitation – kept us on track.”

“Rob was always able to provide us with innovative suggestions when we got stuck.”

“Excellent in all aspects. Very personable but kept the direction going very well.”

“Rob truly is inspired by what he does.”



Speech Topics

As a Gazelles International Coach, Rob helps his clients implement the Four Decisions™. According to Verne Harnish's best-selling book *Mastering the Rockefeller Habits* (which forms the basis for the Gazelles methodology), decisions equal success. There are four key decisions, in growing your business, which every business owner must get right. Otherwise, you risk losing significant revenue, profit, and time. Each of Rob's keynote speeches focuses on these four critical decisions for driving growth: People, Strategy, Execution, and Cash.

Core Ideologies

In his *Core Ideologies* keynote speech, Rob explains the importance of defining core values and business purpose. He asks the hard questions in this game-changing speech. What is the underlying purpose of your business? Why do you exist? What are the rules by which you live? What are your values? What is your long-term goal? Where do you want to be in 10+ years?

People

Do you have a high-performing team, with all employees contributing equally, efficiently and effectively? If you were to start from scratch tomorrow, would you rehire all your employees? With Rob's in-depth experience in organisational change and executive recruitment, his *People* keynote speech covers how to find, select, hire and retain the right people. He explores how the best leaders make everyone smarter and provides tips on how to spot whether, as a leader, you are a diminisher or a multiplier.

Strategy

Does your business have a sound, sustainable growth strategy? Do you have a clear brand promise, and really understand who your core customers are? A business consultant and executive coach with 30 years' experience, Rob's *Strategy* keynote speech covers the Seven Strata of Strategy, undertaking a SWOT analysis, how to spot the core competencies of your business and defining your core customer and brand promise.

Execution

Is the culture of your business defined by passivity and complacency? Are the execution habits of your business inefficient, making you time-poor and reducing profitability? A highly successful, highly driven businessman, Rob explains that by tightening your execution habits, you can dramatically improve gross margins and profitability while saving time. In his *Execution* keynote speech, Rob takes an in-depth look at the three Execution Disciplines: Priorities, Metrics and Meeting Rhythms.

Cash

Is your cash flow cycle inhibiting the growth and profitability of your company? Is your return on investment cycle so prolonged that it is stunting your business growth? As a CPA-qualified accountant, Rob has strong commercial acumen. His *Cash* keynote speech will help you implement practical measures to significantly improve your cash flow. Rob focuses on the Cash Conversion Cycle and will demonstrate how you can optimise your cashflow.

