

Robert Nankervis  
Propelling Performance

# SPEAKER KIT

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BY ROB NANKERVIS



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.

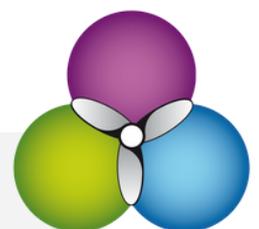
A business consultant, advisor and executive coach with over 30 years' experience, Rob has in-depth expertise across a range of sectors, organisation sizes, ownership structures, and lifecycle stages. Strategic planning, organisational review and managing change are Rob's speciality. He coaches Founder/Owners, CEOs 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. Prior to starting his own practice, he was a Director of Performance Improvement within Ernst & Young's advisory practice and earlier, 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 of the national Boards of Save the Children Australia, and Chartered Secretaries Australia Limited.

As a speaker, Rob inspires and motivates business leaders, sharing 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. He is both a Certified Scaling Up Coach and Certified Organisational Coach (Level Two). He is a Fellow of CPA Australia, the Australian Institute of Company Directors and the Governance Institute of Australia.



## AREAS OF EXPERTISE

Robert Nankervis is available for in-depth profiles, as well as expert-opinion comments on:

- ✓ The Four Decisions™
- ✓ Mastering the Rockefeller Habits
- ✓ Business consulting
- ✓ Executive coaching
- ✓ Strategic planning
- ✓ Organisational change
- ✓ Effective execution
- ✓ Building a high performance team

Rob's goal is to provide executive education, coaching and services to help mid-market companies build and execute successful strategic plans.

The Gazelles Scaling Up approach has helped over 40,000 leaders worldwide. As a Gazelles Scaling Up Coach, Rob Nankervis helps his clients implement the Four Decisions™.

According to Verne Harnish's best-selling books Mastering the Rockefeller Habits and Scaling Up, 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.

The four critical decisions for driving performance, growth and valuation are:

- ✓ People
- ✓ Strategy
- ✓ Execution
- ✓ Cash

## QUOTES FROM ROB

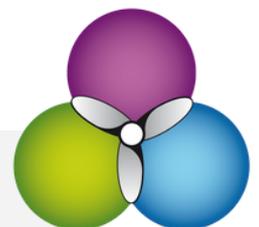
"The strategic planning process should always start with getting in touch with your ideology, then thinking through your strategy, and culminate in doing implementation. These phases are all linked by powerful leadership communication."

"Complexity distracts what could be highly effective teams. Our teams become so distracted that they cannot serve the core purpose of our business. We all get so buried in the complexity of the 'what' that we lose sight of the 'why'. As a result, we diminish the service that we are providing to our key clients and disrupt the working environment provided for our teams (the 'who')."

"I encourage my clients, especially those that feel overwhelmed with all the 'stuff' that they need to get through, to take a step back. Breathe. Then objectively review their business."

"Team effectiveness is critical to the success of every business, regardless of size, industry or strategic goals. Teams, and teamwork, have an enormous impact on the day-to-day performance of every business, as well as the long-term health and probability of the business. So it's critical to have the right people in the right roles, doing the right things."

"As business leaders, we have buried ourselves under a landslide of complexity, not only smothering our effectiveness, but also our innovation, our creativity, our vision. Above all, we have smothered our ability to grow our businesses, to secure greater market share, to multiply profits."



## KEYNOTE SPEECHES

Rob inspires and motivates business owners, and enjoys the opportunity to share his insights at conferences and events. Drawing on methodology from best-selling books *Mastering the Rockefeller Habits* and *Scaling Up* (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. Each of Rob's keynote speeches focuses on these four critical decisions for driving growth: People, Strategy, Execution, and Cash, and the foundational principles around Core Ideologies.

## SPEECH TOPIC

### 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? Rob's People keynote speech covers how to find, select and hire 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 important foundations of strategy, understanding trends, identifying key customer requirements, and capturing the core competencies that underpin your business success.

### 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? Rob explains that by tightening your execution habits, you can dramatically improve gross margins and profitability whilst 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 Power of One to demonstrate how you can optimise your cashflow.

