

# Marketing Paul to your Company

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## *Information Contextualizer, Author, Facilitator, Advisor & Consultant*

Paul is an Information Contextualizer. For two decades he has studied effective organizations and the people that lead them and continues to do so.

### *A Content Business Speaker*

Paul's research means that his presentations are alive with examples of best practice and full of useful insights to trends globally.

### *Approach and Value*

Paul likes to get to know the client and understand their issues and what they want to achieve from any presentation he makes. He takes time to talk to the client and even some of the delegates prior to planning his presentation because he wants to understand the issues people face. It is important to Paul that he delivers something that delegates can use as a result of what he delivers.

Paul also provides back-up to his sessions. Thirty days after the presentation, Paul often provides a further 15 minute presentation 'on-line' that is personalized to the audience. He summarizes the main points of his presentation and then adds further ideas to encourage delegates to make use of what they have learnt.

### *Credibility*

Paul is a Faculty Member of the Institute of Management Studies, Fellow of the Institute of Business Consulting, Fellow of the Professional Speaker Association and a Certified Speaking Professional.

Paul was also voted 12th in 'The Top 30 Most Influential Leadership Gurus in the World' in 2007 & 2008 for his contribution to Leadership development. Being part of such esteemed company as Jack Welch, Ken Blanchard, Sir John Harvey Jones and Tom Peters, is a credit to the research and work Paul has been doing in the field.

Currently Paul is working on developing case studies of outstanding organizations from different geographic locations around the world. These will be compiled into documentaries and also be part of a website for Leaders, which will show his research and interviews over the years.

### *Why Organisations use Paul?*

Organizations call on Paul because of his ability to explain things in a simple and uncomplicated way. He is very challenging but with respect and in a manner that helps people take a fresh look at what they need to do to raise their performance. His global perspective combined with personal research means he gives practical ideas that people can actually use to raise their ability to manage and lead.

### *About Paul*

Paul is an International Business Speaker, Author, Facilitator, Advisor and Consultant

The single biggest request clients are asking of Paul is how to get their managers and people to raise their level of performance in the current climate of globalization, increased competitiveness and a transient workforce.

As an outstanding speaker he has spoken in UK, USA, Canada, South Africa, across Europe, Dubai, Ukraine, Pakistan, India, Warsaw, Singapore, China, Malaysia, Turkey, Iran, Australia and many more. Paul's global perspective is a key strength. From working with cultural diversity to the logistics of interpreters, Paul is an experienced speaker for the world stage.

Paul is well known for his presentations on:

- Management versus Leadership, the key to future success
- Creating an Empowering Structure
- When Culture affects the Bottom Line
- The Psychology of Leadership
- The Characteristics people want from a Leader

If you are holding a 'leadership conference' or have a call for a business speaker, Paul will add a different and practical dimension?