

The Adviser BETTER BUSINESS SUMMIT 2019

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DELEGATE WORKBOOK

Adelaide, 14 February, Adelaide Convention Centre

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WELCOME TO THE BETTER BUSINESS SUMMIT 2019

The broking industry is a resilient one. Thinking back over the past few years, the third-party channel has been subject to review after review and has withstood intense scrutiny. While it's been a period of uncertainty and reform, the broker market share has continued to rise.

As we head into the year 2019 and the recommendations from the royal commission are digested and considered by government, it is of critical importance that the broking industry continues what it does best: deliver great consumer outcomes for Australian home buyers.

With disruption comes evolution, and with challenge comes opportunity. As such, The Adviser – with principal partner NAB – is proud to deliver the sixth annual Better Business Summit to help you identify and embrace the opportunities on the horizon.

This year's summit is all about helping you prepare your business – and your mindset – for the year ahead.

From cutting-edge sales techniques to new revenue streams and offerings (and much more!), the Better Business Summit 2019 aims to provide you with the resilience and passion to be the best broker you can be.

The Better Business Summit would not be happening without the steadfast support of all its sponsors:

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All of these organisations have not only supported this event, but also the growth and health of the entire broking industry – and we thank them for it.

I also want to thank you for making the time to be with us today and I look forward to catching up with you throughout the day.

I'm confident that the Better Business Summit, and this evening's Better Business Awards, will provide you with the impetus, strategies and contacts you need to help make 2019 your best year yet.

Sincerely,

Annie Kane
Editor, The Adviser



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8.00AM REGISTRATION

8.55AM

Welcome from MC

Niik Stewart, High Performance Sales Coach and Founder, Niik Stewart Empowerment

9.05AM

Welcome from Principal Partner

NAB

9.15AM

Industry Update: Banking Royal Commission Final Report

Moderated by: Annie Kane, Editor, The Adviser
Panellists:

Alex Whitlock, Director, Momentum Intelligence
Mark Haron, Director, Connective
Steve Kane, General Manager, Broker Distribution, NAB
Tony Carter, Chairman of the Board, FBAA

10.00AM STRATEGY

Beyond Trust: How to become more than a trusted mortgage adviser

Consumer expectations, demands and scepticism have never been greater – but the opportunity to grow has never been better for brokers with the right mindset. In this session, Matt will redefine everything you think you know about how to build a client relationship and how to forge deep and

lasting trust. Discover how to translate trust into better client outcomes, more referrals and your biggest volumes yet! Join Matt and learn:

- How to thrive in the decade of disruption
- Why the negativity generated by the royal commission is the biggest opportunity for brokers who understand how to build deep relationships

Speaker: Matt Church, Founder, Thought Leaders Global

11.00AM NETWORKING BREAK AND EXHIBITION EXPLORATION

11.30AM MINDSET

Bounce Forward: Turn your sales losses into wins

What separates the elite writers from the pack is the ability to take control of their fortunes and turn failure into success. In this powerful session, you'll discover how the survivor of a major car accident overcame adversity, fear and pain to develop life-changing resilience and determination for achievement. Learn how you can heighten your sales success, build mental toughness, conquer self-doubt and win the hearts and minds of your customers.

Speaker: Sam Cawthorn, CEO, Speakers Institute

12.15PM INNOVATION

Digital Natives: The rising power of digital-first consumers and how your broking business can capture these red-hot leads

Stephen helped guide Facebook's unprecedented rise from a quirky Silicon Valley success story to a media and technology titan. An authority on the power of technology, he'll reveal how you can better understand the habits, preferences and rituals of your marketplace. Armed with this knowledge, you'll discover how to build lead generation techniques and harness the platforms that are at your disposal.

Speaker: Stephen Scheeler, ex Managing Director, Facebook (ANZ), and Founder, The Digital CEO

1.00PM NETWORKING LUNCH AND EXHIBITION EXPLORATION

2.00PM MARKETING

Do I have your attention?

We are now living in an attention economy, where all eyes are on those who own the conversation, stand out as an authority, track the horizon for trends and translate them for their networks. In this session, Julie will reveal how everyone can

develop a voice that's heard. You'll learn the secret to becoming a "go-to" authority in finance and mortgages, how to elevate your message above the noise and an in-depth understanding of how to identify – and own – your unique space.

Speaker: Julie Masters, CEO, Influence Nation

2.45PM NETWORKING BREAK AND EXHIBITION EXPLORATION

3.15PM HIGH PERFORMANCE

Achieving the Next Level: How to take 100% control of your attitude and actions to smash your sales and income goals in 2019

Niik will bring together the learnings from this packaged day, helping brokers to implement new skills and techniques into their business to generate an immediate impact. He'll help frame the opportunity and crystallise the steps you can take to drive volume growth, increase retention and build deeper trust-based client relationships.

Speaker: Niik Stewart, High Performance Sales Coach and Founder, Niik Stewart Empowerment

4.15PM CONFERENCE CLOSE

*This agenda is subject to change

AGENDA

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NAB understands that every loan matters because it has the potential to create a home, build a business or achieve a dream. NAB's broker channel is uniquely positioned to provide brokers with the tools and support they need to help their customers. It's a comprehensive offering empowering brokers to build success on their own terms.

nab.com.au

Working with you and your business, NAB carries the vision to be the "partner of choice" for the future leaders of the mortgage broking industry, enabling brokers to become trusted advisers to their clients, and grow sustainable and valuable businesses. What sets NAB apart from other lenders is its long-term commitment to brokers and the broker industry.

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Pepper Group is a global leader in alternative solutions, offering a unique, diversified portfolio of financial services across the UK, Ireland, Europe, Asia and Australia, including lending, advisory and asset servicing across the residential and commercial property sectors, as well as in consumer, auto and equipment finance.

As a people-focused lender, we specialise in flexible loan solutions based on individual credit assessment. It enables us to support many borrowers who fall outside the credit criteria of the major banks. As a third-party servicer, we administer loan books on behalf of other banks and financial institutions when they don't have the capacity. We step in, using our own processes and expertise to administer loan payments or manage the arrears and recovery process.

Pepper has been built on discovering new ways to finance ambition. Talk to us today about what you want to achieve.

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As a lender solely dedicated to third-party distribution, we're passionate about supporting brokers. What's more, we have the strength of Australia's fifth largest retail bank, Bendigo and Adelaide Bank, behind us. With simple, market-leading products and solutions, along with a team who live by our tagline of "its personal", we're all about meeting broker and customer needs.

brokers.adelaidebank.com.au



AMP bank provides residential and investment home loans, deposit and transaction accounts to over 100,000 customers.

Our solutions are provided through mortgage brokers and AMP-aligned financial advisers, and directly through phone and internet banking.

AMP Bank is well-capitalised with an A level credit rating as measured by Standard and Poor's. AMP Bank is regulated by APRA and has operated under its Australian banking licence since 1998.

amp.com.au/distributor



At ANZ, we understand commitment. We see brokers as valued partners and firmly believe in helping them help their customers. With over 20 years supporting the broker industry, we look forward to continuing to improve our overall service proposition to ensure we meet the changing needs of our brokers and customers.

anz.com/broker



Bluestone is a fast-growing non-bank specialising in near-prime residential lending. With offices in Australia, New Zealand and the Philippines, Bluestone employs a team of over 200 professionals. Our products cater for PAYG, self-employed and credit-impaired customers, providing tailored solutions for their financial needs and objectives.

bluestone.com.au

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Capify was born out of the desire to offer small businesses an alternative and accessible lending option. Proudly we were the first to do so in Australia. With 10+ years local experience providing small business loans, Capify is Australia's most experienced alternative lender to small businesses.

Unlike a bank, Capify's business loans require minimum paperwork and, once approved, the funds are in your account within 48 hours. Capify is here to add value to business offering and looking to build long-standing relationships within the broker channel.

capify.com.au



Citibank is one of the world's largest financial institutions, with a global network spanning 160 countries. By combining local expertise with the strength of Citibank's worldwide consumer banking network, Citibank in Australia has been able to provide innovative products and services to customers for more than 30 years. Citibank continues to be committed to the mortgage broking industry and supporting you and your clients to provide flexible and convenient banking, giving access to a world of possibilities.

Broker Assist Hotline: 1300 651 059 (9am-5:30pm EST Monday to Friday)

mortgagebroker.citibank.com.au



The Finance Brokers Association of Australia Limited (FBAA) was established in 1992 and today is "changing the game". The FBAA not only insists on the highest levels of professionalism, ethics and standards from its members, but has also become the industry association of choice by finance broker professionals.

The FBAA philosophically stands to ensure there is always a choice of industry bodies within our sector and that brokers' rights and future are preserved and well protected.

fbaa.com.au



GetCapital is a leading non-bank lender to Australian small and medium-sized businesses. We are customer-focused and technology-enabled, allowing us to deliver a range of lending products to Australian businesses quickly and efficiently (often in under 24 hours).

We offer a broad range of lending solutions (including working capital loans, trade finance facilities, equipment finance as well as property-secured loans) tailored specifically for Australian SMEs.

GetCapital was named #12 in the Deloitte Technology Fast50, reflecting our growth over the last four years.

getcapital.com.au

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La Trobe Financial is one of Australia's leading credit specialists and wealth managers. Our commitment to innovation, product quality and superior service has been proven over 65 years. In that time, we have lent in excess of \$16 billion to over 130,000 borrowers, providing a broad range of products focused on meeting the needs of customers inadequately met by the traditional banking sector.

We have utilised both conventional lending channels and pursued a bespoke combination of sources and structures reflecting our core values of reliability and durability for all our commercial partners and for our business.

latrobefinancial.com.au



We provide a wide range of home, car, SMSF and commercial loans to suit most personal and business needs.

We have been recognised with numerous industry awards and accolades. Liberty is an alternative that offers innovative solutions at competitive prices to support customers with greater choice and freedom.

liberty.com.au



Australians deserve to get the most out of their money. We're here to help you get more from your savings and pay less on your loans. Owned by industry super funds, our profits stay local, with the organisations that look after the retirement savings of everyday Australians. Make the most of ME.

mebank.com.au



Prospa is Australia's number one online lender to small business. Using a proprietary technology platform and a fast, simple online application process, Prospa allows small business owners access to loans between \$5,000 and \$250,000, with approval and funding possible within 24 hours. Prospa has delivered over half a billion dollars in loans to more than 12,000 small businesses across Australia.

Prospa is the MFAA National Fintech Lender of the Year for 2018 and achieved a clean sweep of the MFAA Excellence awards for Fintech Lender, winning the award in all five states.

prospa.com

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ALI Group is a leading provider of loan and mortgage protection to Australian home and property buyers. Since 2003, we've protected more than 189,000 Australians with almost \$51 billion in cover (current as at December 2018).

aligroup.com.au



Choice Aggregation believes in the power of advice – and the key to providing the best possible advice is listening. We actively listen to our members' needs and what is important to them. Having a high level of understanding and insight lets us provide our members with the right advice and support, specific to their circumstances. We empower our members to make decisions, take control of their business and achieve their full potential. This is how we deliver on our promise of better advice through better listening.

choice.com.au



FAST is one of the major wholesale aggregation groups in Australia, with over 1,300 brokers settling in excess of \$22 billion per annum. FAST is unique in the Australian marketplace. We support our brokers in meeting more of their clients' financial needs, as we passionately believe the most successful and sustainable businesses are those who can capture varied revenue streams.

fastgroup.com.au



Established in 2011, Finsure set out to be the fastest-growing aggregation business in the industry. Through the support and partnership with independent brands, and our acquisition of LoanKit in 2013, we have achieved that goal by continuing to offer the strongest value proposition in the market to mortgage brokers and financial planners. Our book has grown to nearly \$32 billion, thanks to over 1,500 loan writers making up our network, with monthly settlements reaching an average of \$1 billion. We've also recently featured on the AFR Fast 100 list for the third year running, having been listed on the AFR FastStarters list in the two years prior to that.

finsure.com.au

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Lumi takes the guesswork out of small business funding. We offer unsecured business loans from \$5,000 to \$100,000 with three to 12-month terms. At Lumi, we don't believe in surprises (at least, not when it comes to finance).

Instead, we pride ourselves on offering straight-forward loans to give your business the financial boost it needs. No guesswork, no hassles, no reading between the lines. Just totally transparent loans to help you get ahead.

lumi.com.au



PLAN Australia is one of Australia's largest mortgage aggregation groups. We provide training and education, networking opportunities and market-leading broker software to support our members and allow them to reach their maximum potential.

planaustralia.com.au



Sail Finance is a fast-growing non-bank SME lender that aligns with business owners and entrepreneurs across Australia to secure proper financing for your business to thrive. Client-focused, we offer business loans from \$5,000 to \$150,000 with approval within hours of applying and funding in less than 24 hours. Committed to the growth of small businesses, Sail focuses on speed and flexibility to ensure customers and partners have a smooth, trouble-free experience.

sail.com.au



Salter Capital is a boutique commercial funding business established in 2007, servicing clients Australia-wide. We understand that commercial funding in most environments is complex and pride ourselves in taking a practical approach to securing the best solution for our clients' funding requirements. We currently have relationships with more than 200 traditional banking institutions, non-bank lenders, private funders and high-net-worth individuals. At Salter Capital, we turn challenging commercial transactions into profitable outcomes.

saltercapital.com.au

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Semper Capital is a specialist provider of short-term finance. Since 2002, the company has delivered businesses funding solutions to resolve cash flow challenges or to capitalise on unexpected opportunities. The company has an established reputation as being Australia's leading short-term lender, with best-in-market rates for \$100,000 to \$30 million loans.

sempercapital.com.au



Established in 1999, Smartline is a multi-award-winning franchised mortgage broking group with a reputation for quality advice and outstanding client care. Smartline has been named Australia's number one franchise by Topfranchise.com.au, an independent research group, nine times between 2009 and 2018.

Smartline's 300-plus advisers settle over \$5.4 billion annually in home loans, with 85 per cent of Smartline's business coming from a personal recommendation. Smartline has donated more than \$2.2 million to charities across Australia.

smartline.com.au

INNOVATION PARTNER



NextGen.Net Pty Ltd is Australia's leading technology solution provider to the lending industry, focused on delivering quality products and services to a range of banks, non-bank lenders and brokers.

Our objective is to provide smarter solutions for now and what's next – delivering best-in-class Software as a Service (SaaS), and leading the market in quality management, compliance and processing efficiencies.

nextgen.net

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momentumconnect.com.au



Momentum Intelligence delivers research, insights and analyses across key financial, professional and business sectors. From the REB Top 100 Agents and the Third Party Lending Report to the Lawyers Weekly Attraction Firms ranking and The Adviser Broker Group of Choice, Momentum Intelligence quantifies which businesses and individuals lead their field. Build a better understanding of your customers' preferences and how you can maximise market opportunities with Momentum Intelligence.

momentumintelligence.com.au

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Momentum Media Group connects audiences to information. Across Australia's professional and financial services sectors, Momentum Media Group plays an integral role in delivering insightful market intelligence via multiple platforms, including digital, events, social, print, broadcast and research.

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INTRODUCTION FROM MC

AN INTERNATIONALLY recognised leader in sales and empowerment strategies, Niik Stewart delivers presentations that can motivate and inspire any audience from a range of backgrounds. His messages of achieving success and problem-solving are cleverly masqueraded within an entertaining presentation, ensuring audiences feel encouraged to achieve greater success in both their personal and professional lives.

Speaking to multiple large organisations including professional sporting teams, Fortune 500 companies, direct sale organisations as well as real estate, mortgage and financial companies, Niik has delivered powerful messages that have been utilised to accelerate the success of companies. He has helped to enforce the importance of achievement within individuals' lives and how it can impact results.

Niik has also produced a television show titled "Sales Empowerment LIVE", with the aim of upskilling employees, managers, members and leaders. He offers audiences methods, strategies, activities and exercises that give participants the tools required to succeed and achieve their goals. Putting the learnt tips in practice allows audiences to achieve greater levels of confidence, decision-making skills, team-building skills, and learn how to overcome any challenges that may stand in their way.

Niik Stewart

High Performance Sales Coach and Founder, Niik Stewart Empowerment

Niik also holds an event titled "The Keynote Program", in which he utilises illustrative examples, humour, anecdotes and research results to present important pieces of information in a memorable way that resonates with audiences long after its conclusion. This keynote presentation is timed to take between one and two hours and will leave participants feeling energised and excited to apply the material they learn.

"The Keynote Experience" is another presentation Niik holds which gets participants involved in the material and one another. He uses humour, stories, theories and research alongside interactive activities to create an environment of high energy and support. This invites participants to get to know one another whilst learning the important principles Niik has to offer. This presentation is expected to time between two and four hours due to the activities and exercises.

Niik Stewart is an energising presenter who assists in upskilling individuals and growing their personal and professional lives. He can improve any organisation's productivity and performance in an interactive manner.

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9:15AM

INDUSTRY UPDATE: BANKING ROYAL COMMISSION FINAL REPORT

In this panel discussion, key industry representatives will outline the recommendations from the royal commission's final report regarding the broker channel, how they will impact the broker community, what the CIF will be doing moving forward and how the industry is taking the fight to politicians.

SESSION NOTES: PLEASE ENSURE YOU DOWNLOAD THIS WORKBOOK AS A PDF BEFORE ENTERING NOTES. SAVE AFTER EACH SESSION.

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PANELLISTS



ANNIE KANE
Editor, The Adviser



ALEX WHITLOCK
Director,
Momentum
Intelligence



MARK HARON
Director,
Connective



STEVE KANE
General Manager,
Broker Distribution,
NAB



TONY CARTER
Chairman of the Board,
FBAA

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10.00AM **STRATEGY**

BEYOND TRUST: HOW TO BECOME MORE THAN A TRUSTED MORTGAGE ADVISER

Winning and retaining clients have never been harder. Consumer expectations, demands and scepticism have never been greater – but the opportunity to grow has never been better for brokers with the right mindset. In this session, Matt Church will redefine everything you think you know about how to build a client relationship and how to forge deep and lasting trust.

Discover how to translate trust into better client outcomes, more referrals and your biggest volumes yet!

SPEAKER



MATT CHURCH
Founder, Thought Leaders Global

Matt Church is committed to helping people prepare for tomorrow by taking action today. His philosophy can be summed up in one word: NEXT! What is the best next thing you can do to future-proof your business or career? He is a strategic thinker obsessed with the idea of leverage. While many are painting a scary view of the future, he sees one full of potential. Whether it's what he writes, his direct advice to thought leaders or his conference presentations delivered to audiences around the world, Matt communicates with deep focus, commercial clarity and a razor-sharp wit on three things: removing fear and replacing it with confidence, removing confusion and replacing with certainty, and mobilising people in pursuit of a better future.

Matt is one of the nation's best keynote speakers. He blends inspiration, education and entertainment to create world-class conference presentations. He will bring insight, challenge and hope to almost any conference agenda. His ability to craft a compelling message that serves a meeting agenda is second to none.

A prolific author, his publishing history is a demonstration of his polymathic nature, and his ability to draw from this incredibly diverse sphere of knowledge means he can often shed new light on a topic which an industry has "done to death". From this space, Matt inspires people to think, expertly delivering key messages and weaving them together with narratives from a diverse range of sources.

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11.30AM **MINDSET**

BOUNCE FORWARD: TURN YOUR SALES LOSSES INTO WINS

All brokers experience highs and lows in their career. But what separates the elite writers from the pack is the ability to take control of their fortunes and turn failure into success. In this powerful session, you'll discover how the survivor of a major car accident overcame adversity, fear and pain to develop life-changing resilience, determination and achievement.

Learn how you can heighten your sales success, build mental toughness, conquer self-doubt and win the hearts and minds of your customers.

SPEAKER



SAM CAWTHORN
CEO, Speakers Institute

Pronounced dead for over three minutes following a horrific car crash, Sam Cawthorn survived despite all the odds stacked against him. The accident resulted in his right arm being amputated, and caused permanent damage to his right leg. He was told he would never walk again; a setback that would surely defeat many. Proving the doctors and critics wrong, through sheer determination Sam regained his ability to walk just over a year later. Since his accident, Sam has gone on to speak in 36 countries, sharing his message of resilience with millions of people which has seen him share the stage with world leaders – including Bill Clinton, Michael Jordan, Richard Branson and the Dalai Lama – through his keynote speaking. An international bestselling author, Sam was

named Young Australian of the Year, Edupreneur of the Year (2015) and became the CEO and founder of Speakers Institute and Speakers Tribe, mentoring a community of speakers and leaders who are learning to share powerful stories to emotionally connect and influence others.

Sam has authored many books including an International New York Times Best Seller. It was the notion that “story is the future” that led Sam to write his seventh and latest book “Storyshowing”. Published by Wiley and released in October 2017, “Storyshowing” delves deep into the influence of stories, and that the winners of the future will be those that show the most powerful one that evokes the most amount of emotion in the shortest amount of time.

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12.15PM INNOVATION

DIGITAL NATIVES: THE RISING POWER OF DIGITAL-FIRST CONSUMERS AND HOW YOUR BROKING BUSINESS CAN CAPTURE THESE RED-HOT LEADS

Stephen Scheeler is the former Facebook CEO for Australia and New Zealand, where he helped guide Facebook's unprecedented rise from quirky Silicon Valley success story to media and technology titan.

This inspiring business leader is an authority on the power of technology and how it has shaped – and will continue to influence – all of us in the 21st century. He'll reveal how you can better understand the habits, preferences and rituals of your marketplace. Armed with this knowledge, you'll discover how to build lead gen techniques and harness the platforms that are at your disposal.

SPEAKER



STEPHEN SCHEELER
ex Managing Director, Facebook (ANZ) and Founder, The Digital CEO

Stephen Scheeler is the former Facebook CEO for Australia and New Zealand, where he led Facebook's unprecedented rise from a quirky Silicon Valley start-up to media and technology titan.

Overseeing Facebook's ANZ team – and working with Mark Zuckerberg, Sheryl Sandberg and Facebook's Silicon Valley leaders – Stephen guided Facebook ANZ's business – including Instagram, Messenger, Whatsapp and Oculus – through one of the most dynamic periods of growth and disruption in recent business history.

His tenure at Facebook saw the ANZ business grow from a mere start-up to over US\$1 billion in annual revenue, becoming one of the most successful Facebook markets in the world.

Stephen is a seasoned business leader of digital transformation. His career spans over 25 years across multiple sectors including consumer products, retail, ecommerce, automotive, financial services, media and technology.

Stephen believes Australian business is falling behind in the race to capitalise on the digital opportunity.

Today – as founder of global advisory The Digital CEO; senior advisor to McKinsey & Company; and executive-in-residence at Asia-Pacific's leading business school, AGSM – he partners with the CEOs and boards of Australia's leading companies to help them build global, digital, billion-dollar businesses through world-beating digital strategies, capabilities, culture and leadership.

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■ 2.00PM **MARKETING**

DO I HAVE YOUR ATTENTION?

We are now living in an attention economy – where all eyes are now on those who own the conversation, stand out as an authority, track the horizon for trends and translate them for their networks.

Most businesses struggle to understand how to engage new clients in an increasingly complex world where communication can be as much a minefield as an opportunity. But with the right insight and some practical tactics, you can master the conversation with your marketplace.

In this session, Julie will reveal how everyone can develop a voice that's heard. You'll learn the secret to becoming a "go-to" authority in finance and mortgages, how to elevate your message above the noise and an in-depth understanding of how to identify – and own – your unique space.

SPEAKER



JULIE MASTERS
CEO, Influence Nation

Julie Masters has spent a career decoding influence. She is a co-founder of ODE Management, the world's largest dedicated speaker management agency with offices in Australia and the USA. She is now the founder and CEO of Influence Nation, working with business leaders and organisations on amplifying their influence through thought leadership. In addition to hosting the newly launched podcast "Inside Influence" that dives into the nuts and bolts of how to own your voice, and then use it to drive a movement, a conversation, an industry or a nation.

Having arrived in Australia from the UK in search of sunshine, Julie went on to co-found ODE Management in 2006 as the first speaker management company in the Asia-Pacific. Over

a 15-year history, she earned a reputation for launching and advising some of the world's most respected thought leaders. Clients include industry-leading CEOs, speakers, authors and media personalities – the voices of which have reached millions of people across the globe, across thousands of stages and platforms.

Julie has won numerous communications industry awards across the USA, Australia and Europe, and now regularly advises CEOs, entrepreneurs and executive teams on how to earn prominence in their marketplace by turning their expertise into influence.

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■ 3.15PM **HIGH PERFORMANCE**

ACHIEVING THE NEXT LEVEL: HOW TO TAKE 100% CONTROL OF YOUR ATTITUDE AND ACTIONS TO SMASH YOUR SALES AND INCOME GOALS IN 2019

Niik will bring together the learnings from this packed day, helping brokers to implement new skills and techniques into their business to generate an immediate impact. He'll help frame the opportunity and crystallise the steps you can take to drive volume growth, increase retention and build deeper trust-based client relationships.

SPEAKER



NIIK STEWART
High Performance
Sales Coach and
Founder, Niik Stewart
Empowerment

An internationally recognised leader in sales and empowerment strategies, Niik Stewart delivers presentations that can be used to motivate and inspire any audience from a range of backgrounds. His messages of achieving success and problem-solving are cleverly masqueraded within an entertaining presentation ensuring audiences feel encouraged to achieve greater success in both their personal and professional lives.

Speaking to multiple large organisations including professional sporting teams, Fortune 500 companies, direct sale organisations, real estate, mortgage and financial companies, Niik has delivered powerful messages that have been heard and utilised to accelerate the success of companies. He has helped to enforce the

importance of achievement within individuals' lives and how it can impact results.

Niik has also produced a television show titled "Sales Empowerment LIVE", with the aim of upskilling employees, managers, members and leaders. He offers audiences methods, strategies, activities and exercises that give participants the tools required to succeed and achieve their goals.

Niik Stewart is an energising presenter who assists in up-skilling individuals and growing their personal and professional lives. He can improve any organisations productivity and performance in an interactive manner.

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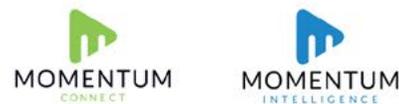
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