



Hello and a personal welcome from me!



KRISS KEZIE UCHE CHUKWU DURU AKABUSI MBE MA can be summed up in a single word, an inspiration. Kriss is famous for his achievements in athletics where his greatest individual triumph was his Gold Medal in the 1990 European Championships when he also beat David Hemery's 22 year old British Record.

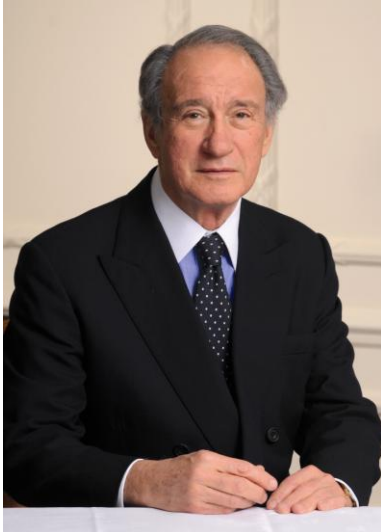
In 1992 as 3 x Olympic medallist, World, European and Commonwealth Champion Kriss was awarded the MBE by Her Majesty The Queen in her Birthday Honours List in recognition of his services to the country through athletics.

Kriss is currently the CEO of The Akabusi Company, a corporate communications and training company where his marvellous personality and reputation as a fantastic public speaker has made him a very popular and attractive advocate.

He is the founding Director and Chairman of **TACT** (The Akabusi Charitable Trust) and a NGO (Non-governmental organisation) in Nigeria, designed to prevent water born diseases, and develop social cohesion. This is done by providing potable water by drilling bore holes and providing workshops and training around health issues and social responsibility.

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Sir Mark Weinberg

Sir Mark founded the St. James's Place Group with Mike Wilson in 1991 and was Chairman of the Company until September 2004, when he resigned from the Board and was appointed President of the Company.

Sir Mark originally practised as a barrister and was formerly Deputy Chairman of the Securities and Investments Board, the forerunner to the Financial Services Authority. He is Chairman of the Pension Corporation and of Synergy Insurance Services.

Sir Mark chairs the Company's Investment Committee.

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GAVIN INGHAM considered by many to be the leading expert on sales performance and motivation in the UK today. He is a true expert, having touched thousands through live programs and reaching a worldwide audience through keynote speeches and online newsletters and articles.

For the last 10 years, Gavin has used his consultative sales knowledge and expertise to help sales people to explode their sales performance by turning self-doubt, fear and lack of motivation into self-belief, confidence and action. With his inspirational approach to sales performance and motivation Gavin combines commercial experience, personal excellence and communications technologies in delivering personal and business sales success.

He focuses on the core sales challenges of fear of selling, fear of rejection, fear of presenting and staying motivated. Gavin is a published author and has recorded numerous sales audio and DVD programmes. For more information see www.gaviningham.com

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MATT MARKWORT was born in Australia, has always loved the outdoors and has had a passion for tennis since the day he first held his Dad's racket. His love of tennis has formed the backbone of his career in sales and his charismatic style of sales approach means that he bounces back from every overhead smash of rejection with a cross shot of charm and a top spin of wit.

Starting his career in one of the toughest sales jobs imaginable, selling bespoke tailor services to city 'high flyers', Matt progressed across various industries before founding **Optimise OBD Ltd** in 2002. With the aim to provide more than just Telemarketing, he puts into every call the same energy and drive that he would one of his tennis matches together with the steely determination to gain advantage.

Optimise are now one of the leading Telemarketing Consultancies in Southern England but Matt still chooses to work extensively on the telephone to hone his skills for events like "Make it Happen". Matt authentically conveys the motivation and drive that's needed when cold calling and his impassioned style to achieve the 'golden set' no matter how many break points of rejection he faces is infectious. Matt's delivery and performance is always guaranteed to make inspiring, if sometimes uncomfortable viewing.

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ROB SCOTT was a typical 'child of Thatcher' who left school at 16 with the intention of retiring at 25 as a multi-millionaire. Joining the stock broking arm of RBS & making the expensive mistake of confusing US dollars with Singaporean dollars the City decided Rob wasn't for them.

Rob travelled the world, cycling solo 3,300 miles up the East Coast of Australia, before returning to lead and guide school parties on historical educational tours. After 6 happy years with very little money, Rob joined the recruitment industry. Over the next 10 years he rapidly progressed through the ranks of a specialist division of a £0.5BN recruitment group before departing as Sales Director. In 2007 he established **Aaron Wallis**, leading sales recruitment agency.

With a first class honours degree in History, Rob is a factoid nut and in both 2007 and 2009 led the largest survey of sales professionals in the UK. As a consequence he is recognised as an expert in both recruitment and sales and has had articles published in the Guardian, FT and The Times.

Twice featuring on the front cover of the Institute of Sales and Marketing Management magazine, "Winning Edge", Rob is also the author of the celebrated 'Career Success Master class' e-book and podcast series.

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MATTHEW POYIADGI, Vice President for **CompTIA's** International operations. He works with a large range of organisations, from government bodies through to academic networks and commercial partners to develop and enhance CompTIA's reputation in the education and certification sector. His passion for people and skills means he has a true understanding for what learning and education means for employers, employees, students and teachers. His extensive knowledge and experience has enabled him to successfully drive the CompTIA brand into new markets and grow the organisation's footprint outside its US hub.

Before joining CompTIA, Matthew's deep understanding of channel and account management enabled him to deliver impressive results enabled him to graduate through the ranks to Channel Director at Prometric, Ever increasing responsibility and a history of successes resulted in Prometric inviting him to assemble a regional account team to manage and support the IT channel network. In 2000, he was awarded the company's global 'Outstanding Contribution' award.

Matthew is also an accomplished speaker, presenting his views on how the forces of 'trends, technologies and talent' are weaving together to create the new, competitive world in which we live. He has delivered speeches at corporate and social events for companies including British Telecom, KyoceraMita, Microsoft, Siemens as well as the CRN annual conferences.

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DAVE THOMAS was born in Surrey in 1966 and after leaving school at 16, and a brief spell with Aston Martin, he started the Reserve SAS selection course at the age of 17. A year later Dave passed the SAS selection course and joined C Sqn 21 SAS Regiment. At the time he was the youngest person to have passed 21 SAS selection.

During his 8 years with the SAS he carried out assignments all over Europe and America and was trained in parachuting, signalling, jungle warfare and paramedics to name a few!

In 1993 he set up an Investigation company specialising in Surveillance and Corporate Fraud. He has carried out surveillance on various different people ranging from Terrorists and criminals to politicians and footballers and has followed targets all over the World.

In 2001 Dave set up **Spy Games Ltd**, a corporate entertainment company allowing both individuals and corporate clients the chance to play at being spies, secret agents and robbers! Spy Games take the best action and adventure from the world of secret agents and has designed a range of events and activities that allow anyone to experience it for themselves.

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KATIE HART found herself running a company at the age of 24; passionate about enterprise and encouraging others to develop their business skills. Until recently she was Director of Cambridgeshire Enterprise Services, helping and supporting hundreds of people from a wide variety of backgrounds to explore their own entrepreneurial potential, as they considered and attempted to set up in business.

Katie has studied Psychology for over 18 years, taught it, and was often frustrated by the lack of presence it is given in the corporate world. Never one to miss an opportunity, she has since set up her own company, Rhetonic Ltd, to promote and encourage the use of psychology in business. The insights provided by the 'science of mind and behaviour' really do improve bottom line performance, once teams and communications are adapted to include its knowledge.

With qualifications in coaching, teaching and marketing, Katie now works with individuals, groups and organisations to enhance their performance, their impact and their presence in her company Rhetonic.

Rhetonic brings the detailed and revealing subject of Psychology into the workplace, through innovative marketing, training and development practices. Psychology is the science of mind and behaviour... that is mind... and behaviour. Just stop for a moment and think what a difference that knowledge could have for your business.

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Jo Cameron is a well-known businesswoman, media personality, thought leader and professional speaker. She first entered the public consciousness in season two of the hit TV Show *The Apprentice*.

Since then she has gone on to create a successful business portfolio with *Women on Their Way* which boasts the highest of profiles and her High Performance Academy offering class leading training and development programmes. Jo also founded the Network for Aspiring Women, a network of high flying businesswomen. Having won *The Weakest Link* too she continues to be a regular contributor for the BBC. Her speaking engagements also remain ever buoyant.

The life changing events of her companies receive acclaim at the highest levels including from the former British Prime Minister, Gordon Brown, high profile celebrities and business people. Each year thousands attend her events and training courses all over the UK. The events attract tens of thousands of pounds of media coverage too.

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Steve Head is a full time speaker, inspirational trainer, coach and author.

Steve created the Steve Head Ltd speaking and coaching company following 16 years experience in the field of business management, people leadership and product marketing and training,. His knowledge and skill take a broader spectrum when taking into account his 20+ years experience as a top sports coach.

He works with over 110 audiences per year in the UK and Europe to help organisations, teams and individuals deliver sustained personal and business success, and is currently one of the most sought after performance coaches in the UK.

He is known by his clients as a dynamic speaker with practical ideas that simply work Steve also coaches a number of executive team members to enhance personal impact Audiences will experience fast paced interactive and practical sessions.

The focus is on personal and staff motivation under pressure. The message: build on strengths and talents to build self esteem and confidence in yourself and your workforce, raise your self-awareness and understand the impact you have on others.

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