Growth, Strategy & Investment Forum

Sales, Change & Managing Disruption

For private company owners and managers

Wednesday 23rd August 2017

Brisbane Marriott Hotel
515 Queen Street, Brisbane, Queensland

1.45 pm	**Guest Registration and Networking**
2.00 pm	**Guests seated. Welcome and Orientation.** Queensland Leaders
2.10 pm	**Managing Change Through Innovation** *James Paulsen, Founder & Executive Director, Queensland Leaders* • *Identifying & navigating industry changes;* • *Creating a point of difference*
2.35 pm	**Building an Effective Sales and Performance Culture** *Peter McKeon, CEO, Salesmasters International* • *Building an effective Sales Pipeline;* • *Enhance your effectiveness and customer loyalty.*
3.00 pm	**The Art of Designing Business in a Disruptive Environment** *David Williams, Partner, Mullins Lawyers* • *Establishing the right structure, distribution & preparing to exit;* • *Effective relationship & risk management.*
3.25 pm	**Afternoon Tea Break & Networking**
3.35 pm	**Innovation, Productivity & Best Practice** *Gary Christian, CEO, QMI Solutions* • *Understanding industry best practice;* • *Enhancing efficiency in a growing business.*
4.00 pm	**Government Engagement & Assistance – Advance Queensland** *Rebecca Andrews, Deputy Director-General, Office of Small Business* • *Update on the current and emerging opportunities to engage with government;* • *Services provided to help growth and opportunities to access funding and other key assistance*
4.25 pm	**Case Study: Positioning Yourself as an Industry Leader** *Eban Escott, Founder, Working Mouse* • *Challenges and lessons learnt in growing the business;* • *Identifying new opportunities and taking advantage of them*
4.50 pm	**Where to From Here?** *Queensland Leaders*
5.00 pm	**Networking Reception with Drinks Served**
5.45 pm	**Final Guest Departure**

For further information, please email info@qldleaders.com.au