

# Growth, Trade & Investment Forum

Towards 2020: Opportunities, Threats & Trends

For private company owners and managers

Thursday 31<sup>st</sup> May 2018

Brisbane Marriott Hotel  
515 Queen Street, Brisbane City



Queensland  
Leaders



**1.45 pm Guest Registration and Networking**

**2.00 pm Guests seated. Welcome and Orientation.**  
Queensland Leaders

**2.15 pm Embracing change to enhance growth & build business value**  
*Stephen Beirne, CEO, Queensland Leaders*

- Positioning your business for enhanced growth;
- Creating and leveraging your point of difference.



**2.45 pm Building an effective sales & performance culture**  
*Peter McKeon, CEO, Salesmasters International*

- Building an effective Sales Pipeline;
- Enhance your effectiveness and customer loyalty.



**3.15 pm Afternoon Tea Break & Networking**

**3.30 pm Business models for successful scaling up of your business**  
*David Williams, Partner, Mullins Lawyers*

- Understanding the business models available to effectively scale up a business;
- Maximise your opportunity and gaining competitive advantage.



**4.00 pm Funding your growth & your export opportunities**  
*Adam Pearce, Associate Director – SME QLD & NT, Efic*

- Understanding more about options available to fund growth;
- Taking full advantage of your exporting opportunities.



**4.30 pm Case Study: Effectively scaling up your business**  
*Brian Ruddle, Managing Director, Impact Innovation Group*

- Building an industry leader in a competitive market;
- Learning from others and following your instinct.



**5.00 pm Where to From Here?**  
Queensland Leaders

**5.05 pm Networking Reception with Drinks Served**

**5.45 pm Final Guest Departure**

For further information, please email [info@gldleaders.com.au](mailto:info@gldleaders.com.au)