



Presentation Topics



Peter Gianoli

Keynote Speaker | Author

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PRESENTATION TOPICS

SELECT ANY OF THESE TOPICS FOR YOUR NEXT EVENT
OR ALTERNATIVELY PETER CAN TAILOR A
PRESENTATION TO SUIT YOUR NEEDS!

If you are looking for a keynote or conference speaker with an exciting edge – then look no further than Peter Gianoli.

He is energetic, charismatic and will ensure your next event is the most successful yet.

All of these topics can be adjusted to fit your audience; entrepreneurs, sales professionals, teachers, consultants or customer service representatives, or any other group in need of a high quality, high impact presentation.

As a trained and working broadcaster, Peter knows exactly how to frame his message for maximum impact. He is adept at having people hang on every word and knows how to work an audience for lasting effect.

Peter is also a trained and experienced educator and is cognisant of what it takes to have members of his audience acquire new skills and as such has developed a range of resources to use in parallel with his keynote presentations.

Therefore, along with each of the presentations, specific eBooks, e-Courses, Podcasts, workbooks and the like are offered to audience participants at no extra charge with a view to reinforcing the message well beyond the prescribed session. (Please refer to each presentation below as to the specific resource dedicated to ongoing learning and behaviour change.)

The topics described below are those most often requested and each of them can be adapted to suit a meeting or workshop scenario.

If you would like a presentation tailored to suit a specific need, please drop Darlene a note at darlene@brownststudio.com.au or give her a call on +61 413 777 225.

THE MILLION DOLLAR INFLUENCER



This talk emphasizes the importance of embracing the sales and marketing function. I present both sales and marketing in a new light, and audiences get it.

They walk away with a new mental image of sales.

In **The Million Dollar Influencer**, I give audience members the exact blueprint to have them utilising all the latest skills and mindset to have them punching way above their weight. No stone will be left unturned and they'll be taken through everything step by step.

During this presentation we focus a lot on acquiring new business and the habits that will lead to a consistent flow of opportunities.

Accompanying this talk is an optional 8-page workbook that participants complete either during the session (if the session is delivered as a workshop) or later (if the session is delivered as a talk).

Participants will be given access to a link to enrol themselves in an opportunity to receive **The Million Dollar Influencer** e-Book that is currently in production, FREE of charge, as soon as it becomes available. As such the messages from this presentation will stay with audience members long after the session.

AWESOME CUSTOMER SERVICE

TURNING CUSTOMERS INTO AMBASSADORS



We all know first impressions count, and you only get one chance to make a first impression on your customers – so it had better be a good one!

Happy customers are loyal customers and loyal customers spread positive word of mouth – which is priceless for your business. As a customer's first point of contact is usually with your sales or customer relations personnel, the more positive, motivated, committed and knowledgeable your staff appear will equate to a positive experience with your business.

A positive experience will naturally turn your customers into ambassadors and in turn help you grow your business. What's more, these guys work for nothing! This presentation reinforces how customer service needs to be an integral part of everybody's job and not just an extension of it. Customers are a company's most vital asset never to be treated with disdain.

Accompanying this talk is an optional workbook that participants complete either during the session (if the session is delivered as a workshop) or later (if the session is delivered as a presentation).

All participants will also be given the link to enrol in a complimentary 5-part e-Course that they can complete after the presentation at their leisure. This e-Course further reinforces the **Awesome Customer Service** message well after the presentation.

HOW TO START YOUR SALES WEEK ON FIRE



Peter Gianoli is the producer and publisher of the **Monday Sales Coach**, which is a weekly audio podcast distributed via the iTunes and SoundCloud platforms.

The popularity of this podcast has taken off with English speaking sales people from all over the globe subscribing to the news feed. The podcast is packed with sales tools, tips and techniques along with a serious dose of motivation and mind control techniques.

Why not have Peter share all of this information with your sales outfit?

Just like the podcast, this presentation is of high intensity with high quality information all readily applicable for your sales team to use the very next moment they get in front of a client.

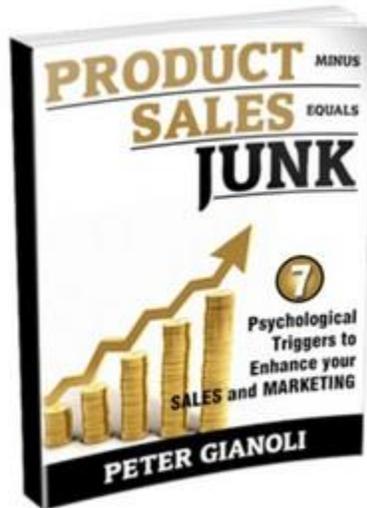
All audience members will be encouraged to subscribe to the weekly podcast at no charge so that the benefits of this presentation flow well after the session.

Monday Sales Coach is deliberately made available on a Sunday so that subscribers can listen and benefit from the podcast on their Monday morning commute to work.

Now doesn't that make your job so much easier with your sales team arriving to work fresh and ready to start selling.

Booking Peter just for this benefit will give you one of the best ROI's on the planet!

PRODUCT MINUS SALES EQUALS JUNK



Consumers are changing. They are better educated and demand more from a product or service than ever before. This presentation will arm you with the tools, the vocabulary and the techniques to flourish during these changing times. Organised into six thought and action provoking elements, this presentation is a practical guide to impractical times and is a must for anyone in the sales, marketing or service sector.

Accompanying this talk is an optional workbook that participants complete either during the session (if the session is delivered as a workshop) or later (if the session is delivered as a presentation). Participants are also offered a link to download a complimentary copy of the **Product minus Sales equals Junk** eBook written by Peter, where he outlines the 7 powerful psychological triggers that can serve to enhance any sales or marketing message.

To discuss Peter’s availability for your next event and to work with Peter to deliver a presentation that will serve to make your event the best yet. Please contact Darlene at darlene@brownststudio.com.au or give her a call on +61 413 777 225.