

Hire **Malcolm Gallagher** as your next event speaker, conference host or away day facilitator



When it MUST be professional and inspiring – select experience, select Malcolm

International motivational speaker, **Malcolm Gallagher**, believes that off-the-shelf presentations make for bland events. So here's how he works! First, he, or his colleague Kim, will ask you a probing selection of questions about your event, your delegates and what you and they want to achieve. The aim is to get to know the “persona” of your event and how Malcolm can contribute to your success.

He'll then create, from his extensive speaking repertoire, a **bespoke presentation**, keynote or workshop. Then he'll go back to his notes from you, as well as extensive research both online and off-line to see that what he will be seeing is what you and your delegates need and want to hear.

When he is happy with that, he'll then enhance the presentation with motivation, humour and anecdote, insert interactivity and video where possible, and rehearse it all many times!

You'll find he has hallmarks such as fresh thinking and his unique SpotLearn modular approach which allows for easier learning and a more dynamic event.

Malcolm likes to feel that this is the hallmark of him being a “professional” speaker, why he has presented internationally to over 120,000 businesses in the past 10 years (including sales conferences in the USA!)and also why he keeps getting asked back!



Malcolm Gallagher is a Fellow of the Chartered Institute of Marketing, a Chartered Marketer, a past Chairman in the North of England of the institute. He is a Freeman of the Worshipful Company of Marketors and a Freeman of the City of London.

Whilst his speaking appeals to all levels, Malcolm's speciality is management-level with inspiring talk on enterprising leadership along with selling and marketing in tough times. He is also a sought-after speaker on supplier development, winning procurement contracts, as well as the business of sport, tourism and hospitality.

If Malcolm's approach sounds like the type of professionalism you want in a speaker, and the safe pair of hands to seek for your event, then have a no-obligation chat by calling him or Kim on 00441670 518080 or email kim@bizvision.co.uk

See Malcolm at www.bizvision.co.uk and www.spotlearn.com or videos at

www.youtube.com/spotlearn and www.speakermix.com/speakers/malcolmgallagher

Dynamic & Inspiring Professional Speaking



International Motivational Speaker

Key Note
Sales seminar
Annual conference
Team workshop
Live forum



Presenter of "Compete To Win"

BizVision Professional Speaking Titles

This is a sample of the many varied titles for workshops, seminars and conferences available to be dynamically presented by Malcolm Gallagher and his BizVision Associates.

- Various titles are offered in the subject areas of Supply, Enterprise, Sales & Marketing, and Business Performance
- Sector experience includes Tourism and Hospitality, Training, Construction, Business Services and Export
- All titles can be fully customised for Keynotes, Conferences, Seminars or Workshops.

Subject area	Title	Overview
SUPPLY	How to tender for and win public sector contracts	A selection from BizVision's acclaimed Suppliers Academy titles on Procurement
	Bid 2 Win – how to write a winning bid	Sharp edged title on bid writing for those who want to win!
	Sell to Big Business	How to sell in the supply chain to big private sector firms
	Go Global – how to sell to the world	How to set out and win through exporting
	How to win Sports Business contracts – UK & Globally	Get your share of the Olympics. World Cup and other global sports business contracts
	How to write winning business proposals	The right way to put together a persuasive proposal and then present it
ENTERPRISE	Start up Success Tracks	Selection of titles to inspire people to start a business. Can include starting a home based business
	How to be a Silverpreneur	Business begins at 50 ideas including work life balance.
	Make more money	The framework for profit growth. Lively "pushy" inspiring event
	The Entrepreneurs Success Plan	Top insights and tips into starting and fast growth
	How to get the 2 Win Factor into your business	How to get a winning and decisive edge, inspire people and beat your competitors
	How to make you and your business brilliant	Getting the right personal and business balance – thoughtful and provoking event
	The 7 skills of brilliant business leaders	Highly acclaimed dynamic leadership session

Dynamic & Inspiring Professional Speaking



International Motivational Speaker

Key Note
Sales seminar
Annual conference
Team workshop
Live forum



Presenter of "Compete To Win"

SALES & MARKETING	Forget networking, start connecting	The enterprising way to win business from networking
	The geek free guide to new media marketing	Cuts through the IT-speak to give a clear way forward to use social media, internet, e-mail and ICT to grow a business
	How to sell 2 win in the new economy	Leading edge workshop on how to sell in the new economy
	How to build and use a live marketing plan	Beyond the dusty marketing plan, to build a plan that lives and grows the business
	How to market more for less cost	Top tips and ideas for low cost marketing
	How to make a persuasive presentation	Inspirational help with either making a sales presentation or a public speaking event
	Can't sell, won't sell	How to overcome your fear of selling and start winning orders
BUSINESS PERFORMANCE	How to deliver customer service excellence	Going beyond satisfied customers to building loyal ones
	Excellence in performance management	Determining and using KPIs and business scorecards to lead the organisation forward
	The Profit Forum	Lively interactive session on ways to increase profit

For further details of any title or to discuss your speaker or facilitator requirements, please contact Kim Gallagher at BizVision Ltd

kim@bizvision.co.uk

Tel +44(0) 1670 518080

Professional Speaker Rate Card

Malcolm Gallagher

Chartered Marketer Dip M FCIM

*“International motivational speaker
on performance improvement and
fast business growth”*



Keynote address
Conference chairman
Action workshops

In-house coaching
Stimulating seminars
Meeting modules



Malcolm's Rate Card

Rates	£ sterling
Keynote for your conference	£1200
Half day seminar or workshop	£1900
Full day seminar or workshop	£2400
Conference chair	£2700 per day

Notes:

- All prices EXCLUSIVE of VAT where applicable
- Travel(coach class) accommodation, transport, subsistence charged extra

FEE SAVINGS

Savings are often possible on either fees or expenses through multiple bookings or Malcolm being in your geographical area.

All presentations are customised to YOU, your event and delegate needs.

Therefore preparation time may need to be added to the above fees.

Presentations are delivered in Malcolm's acclaimed didactic and friendly style using 'energised' PowerPoint modules, and, whenever possible, a high element of interactivity.

For availability and to discuss your event, please contact:

Mrs Kim Gallagher, Director
BizVision Ltd

Fieldhouse Farm, Hepscott, Morpeth, United Kingdom NE61 6NA
Tel 044 (0) 1670 518080 Fax 044 (0) 1670 513449

kim@bizvision.co.uk

www.bizvision.co.uk

www.spotlearn.com

www.biz-pulse.com



BizVision Speaker Briefing & Background Form

Event Organiser Name:

Company:

Email:

Title of event

Date of event

Location of event

1. What are the top three challenges or Problems faced by those attending?

-
-
-

2. What, approximately, are the characteristics of your average attendee? (Age, job, location etc)

3. How many people will there be in the audience?

4. What three things do you think it's most important that I know about your group before addressing them?

-
-
-

5. What professional speakers have you used in the recent past and what did they discuss?

6. Do the attendees know each other? Would they like to get to know each other more?



BizVision Speaker Briefing & Background Form

7. Please share with me any “Industry colour” you can think of relating to your organisation or industry (i.e. did the organisation president just get special recognition)

8. Specifically, what are you trying to accomplish at this event?

9. What are your specific objectives for my session?

10. Are there any issues/ topics in particular that you think I should INCLUDE/discuss during the event?

11. Are there any issues/ topics that you think I should AVOID during the event?

12. What takes place immediately after the event (break/ another speaker/ nothing etc.?)

13. If other speakers are on the event with me, who are they and what are their topics?

14. What audio-visual equipment will be provided? Will there be sound lead to the laptop for playing audio and video? Will there be a tie-clip (lavaliere) mike and/or hand held mike?

15 Will there be opportunity for rehearsal? What time for access to the venue?

16. Have you any other suggestions to help us make this event your best ever?

Thank you for complete this briefing form. It has been designed to help us deliver a better event for you.

eturn, when completed, to **Kim Gallagher** at BizVision
e-mail <mailto:kim@bizvision.co.uk>