

A photograph of a man with glasses and a suit, identified as Andrew Klein, speaking at a conference. He is holding a small device in his hand. The background is a bright blue sky with some clouds. The image is framed by a large orange triangle pointing downwards from the top left corner.

ANDREW KLEIN
KEYNOTE

LIFE'S A PITCH

(How to pitch yourself and your business to stand out from the pack)

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Whether introducing yourself at a networking function, presenting to clients or prospective clients, competing for a contract or trying to convince colleagues or stakeholders of the merits of a new initiative, your success depends on catching and holding your audience's interest.

This interactive session pinpoints the key areas where your leadership team, staff, franchisees or stakeholders can improve the design, structure and delivery of their pitches, ensuring that their key messages are articulated and delivered effectively.

Andrew's sessions are packed with practical tips on how to pitch your business or offering, to make it **cut through** in this age of noise and message overload - to stand out from your competitors and sound inspiring, 'must-have', different etc.

Whether you pitch or present to one person, a small group or a large audience, this interactive session aims to invigorate, provoke, educate and entertain.

A former corporate lawyer, apart from being one of this country's most in-demand Professional MC's, Andrew is a respected authority in the area of Pitching and Presentation Skills. He has extensive experience working with corporate, government and industry association professionals, assisting them in creating and delivering pitches and presentations that stand out and keep the desired audience focused and engaged.

Andrew does in-depth research before each presentation ensuring his content is totally tailored to your organisation. His style is super-energetic, interactive, laden with humour, case-studies and practical tips.

He has delivered Pitching related sessions to a wide variety of clients including **BT Financial Group, Minter Ellison, Elders, Dymocks Books, CGU, Randstad and the International Bar Association.**





» CLIENT COMMENTS:

“Engaging, informative, hugely entertaining, fun and practical”
EY (Ernst & Young)

“Andrew’s ‘Life’s a Pitch’ seminar was one of the most beneficial sessions I’ve ever been to”
Hilton Hotels

“Charismatic and passionate..... relevant to our rapidly changing business - but also had many great life lessons”
Auto One

“Easily digestible....we have already implemented many of his recommendations”
Moodys Investment Services

“Hugely creative, very humorous approach”
MLC

“Great energy”
NSW Health

“Wonderful!! Amazing enthusiasm. Hugely informative”
Quest Serviced Apartments

“Really well researched and immensely entertaining”
Wella

“An enriching learning experience!!!”
BT Financial Group

“Impactful and inspiring”
CGU

KEY AREAS COVERED INCLUDE:

- What are the elements of a good pitch?
- How to articulate your point of difference / unique selling proposition.
- Becoming obsessed with making things simple!
- How technology has helped and hindered the ability to connect to your target audience.
- How to engage with your target audience.
- How to inject your own personality into your pitch.
- Making a pitch more interactive, entertaining and educational.
- Pitching to the heart and mind.

More clips and information
available on Andrew’s website
www.andrewklein.com.au

