

Key Note

Life of Business + Business of Life

NICHOLAS BATE

Business of Life + Life of Business

2

If you are looking for a key-note speaker for your next conference, 'AwayDay' or event, spend a moment considering: why?

Probably to motivate, inspire, get people thinking differently. All well and good. In many ways, that is the easy part. But following the event, will they follow-through, will they take action? Yes - with Nicholas Bate.

Nicholas has pioneered an approach which brings the best of the power of the keynote combined with the subtleties and shifts of the intimate workshop experience. So that action does happen. Follow-through does occur. And behaviour shifts are noted.

To speak to Nicholas Bate contact him:

At his office: +44 1865 764953

By e-mail: nicholas.bate@strategicedge.co.uk

The following pages illustrate the main key-notes we deliver.

Contact us to talk further about what you wish to achieve and if you are looking for a special variation.



Excellence in Action

4

It only gets tougher out there. Markets. Customers. Demands. The commute. Excellence in Action shows why excellence is a necessity if we are to do more than just survive, but thrive and prosper and how to make excellence a minimum standard.

CONTENT

Why excellence?

- What's happened in the New World of Work
- Excellence is the new minimum standard
- Being the best version of you

HOW EXCELLENCE?

- It's all about choice
- Raising standards
- Finding time
- Maintaining momentum



PIKE PLACE FISH CO.

Handwritten signs with prices and advertisements, including "CHECK OUT", "WINE & SPIRITS", and "801.56.7722".



UOER



Work-Life Balance

6

Is it possible to get what we really want? Or will the relentless demand of e-mail, longer commutes, fear of job loss destroy any possibility of authenticity and tranquillity on our part?

So, is it possible? The answer is yes and this session show how.

PART 1: WHAT WENT WRONG?

- Where did it all go wrong? The impact of factors such as fast rate of change, increasing ambiguity...

PART 2: THE TOOLS OF WORK-LIFE BALANCE

- Including choice, managing state, saying no, zoning, focus management

PART 3: OUT OF THE SWAMP TO THE HIGHER GROUND: SETTING YOUR PERSONAL COMPASS

- A powerful tool devised by Nicholas over the last few years:
get absolutely clear on what you want and how to achieve it



Brilliant at Basics

The art and science of selling in the New World of Work

8

All you need for great selling is to be brilliant at the basics.
That's what this short sharp seminar does.

THE SCIENCE

- Create difference
- It's never about price
- Have a structure and manage your funnel
- Present and forget powerpoint
- The 5 minute negotiation course
- Every objection is your next objective

THE ART

- Up-grade your personal (mental) software
- Raise your standards
- Start learning again
- Start leading again
- Start changing again



The Approach

10

The key-notes Nicholas runs are different and effective.

As inspiring as a key-note, as change-inducing as small group workshop.

- 3.5h immersive
- Brilliant to open a conference or meeting (say 0930-1300)
- Phenomenal to end a conference or meeting (say 1300-1630)
- Practical
- Experiential
- Interactive
- Action orientated
- Fun
- Enjoyable
- From 50 to 500 delegates



Nicholas Bate CV

12

Nicholas Bate is passionate about supporting people to ensure they realise and release their true and full potential.

After a career in sales and marketing in the IT industry, culminating in leading sector marketing for Research Machines, Oxford, Nicholas launched Strategic Edge. A small, premium consultancy, Strategic Edge specialises in creating long-term competitive advantage for its clients through work with individual performance. His clients include Barclays, BG Group, Computacentre, GSK, Lilly, Marks & Spencer, Microsoft, MSN, PC World amongst others.

He is author, designer and facilitator for the ground-breaking 'Personal Excellence' seminar, a programme used as the basis for cultural change in many organisations, in addition to many pioneering development concepts in leadership, team-building and sales training.

Consistently rated as an inspirational yet highly pragmatic speaker, Nicholas teaches around the world and is particularly skilled at working with large audiences in an experiential and engaging manner.

He is the author of four acclaimed published books:

- Being The Best: how to realise and release your true potential
- Get A Life: how to achieve the work-life balance you are seeking
- JfDI: Just Do It: the definitive guide to enabling your vision
- Unplugged: the time for personal re-invention is now (launched 2007)

He is a visiting lecturer on the Warwick MBA Programme (full-time, part-time and IBM) and a personal coach to many senior people in the industry. He works in all environments from 45-minute key-notes to 2-day workshops and across all cultures.

Nicholas carried out research in the field of Molecular Biophysics at Magdalen College, Oxford University and is an NLP Master Practitioner, MBTI (levels 1 and 2) accredited and a qualified (PGCE) teacher. As well as instigating the Strategic Edge research programme, he has spent time studying with many of the recognised practitioners in the fields of business and personal development.

DUMP NO WASTE



DIKANTS FOR LAKE

‘It’s not how
good you are.
It’s how good
you want to be’

PAUL ARDEN



Business of Life + Life of Business

16

Strategic Edge
PO Box 109
94 London Road
Oxford OX3 9FN
+ 44 1865 764953
e: info@strategicedge.co.uk

Keep up-to-date with Nicholas by reading his blog:
nicholasbate.typepad.com

books: via www.amazon.co.uk, search on 'nicholas bate'