

I N S P I R E

C H A N G E

U P L I F T

M O T I V A T E

E N G A G E

ABOUT US

Real Business was founded by highly regarded and experienced business strategists Jane Challinor and Tracey Daniel.

Jane and Tracey have decades of experience working with SME's and understand the challenges, threats and opportunities of a business owner. Their mission at Real Business is to inspire and educate business owners to succeed with their craft and aspire to be recognized as industry leaders. They are achieving this by sourcing the best industry experts and business coaches to work with you on your business.

Real Business help entrepreneurs reach the next level in their business growth plans. Whether you are struggling to break through one of those common business plateaus or considering the right exit strategy, Jane, Tracey and their extensive team of highly skilled experts will show you how to get there. The right moves can increase profits, operations efficiency and the overall value of your business. Real Business has helped hundreds of business owners in a wide range of industries including construction, manufacturing, distribution, travel, retail, wholesale, and the health and fitness industry.

The Real Business team have more than 300 proven strategies that can help you reach your business goals. You will learn how to increase profits, systemise your business, build successful teams and effectively market your business to reach its goals.



Jane Challinor

Jane Challinor is one of Australia's leading business coaches, with more than 30 years' experience in a broad range of industries. She has founded, developed over nine successful businesses to date, using a proven methodology that has transformed hundreds of her clients' businesses in Australia, USA and UK.

The foundation of Jane's success lies in practical strategies that get results fast. Her clients often double or triple the profitability of their business in less than 12 months, without pressure on internal resources. She has a laser focus on strategy, with plans that keep business owners accountable and help them develop the skills they need to achieve their goals.

Jane's depth of knowledge is unparalleled, with training in every area of business including sales,

marketing, leadership, human resources, business strategy and finance. Whether it's a start up or established business, Jane works with business owners to refine every detail from the ground up, to ensure the business is both efficient and profitable.

Jane is in high demand as a keynote speaker and trainer on the topics of business, entrepreneurship and performance. At her Real Businesses breakthrough events Jane teaches business owners how to build a profitable and sustainable business, with real-life examples and recognised strategies that deliver results.

Jane is passionate about developing business strategies designed to boost profitability and expedite growth.

PRESENTATION TOPICS

Path to Profit Signature Preview Event

Length of Presentation:

30 minutes, 60 minutes,
90 minutes or 2.5 hours

Creating a clear path to profitability is not about your idea – your success is a direct result of a clear and sustainable path to profit. What most business owners don't understand is that each stage of a business requires us to learn a new set of skills and tools both personally and professionally, and there comes a point where we cannot base future growth using our current skills, knowledge and tools.

Running a successful business requires a completely different skillset and mindset than what most business owners are used to and most of us are not trained for. Most business owners have simply never been shown the smarter, faster and better ways of running a business.

In this workshop we will teach you:

- **Business Growth Strategies:** Learn what stage of growth your business is in, learn the keys steps you need to take for your business success.
- **Hidden Barriers to Growth & Freedom:** Uncover any bottlenecks that may be holding you back in business and life and sabotaging your freedom.
- **How to leverage your time** so you can focus on what's more important.

Because the tools and strategies we will show you will help you double or even triple your profit and work fewer hours than ever before, regardless of what kind of business you own.

1.

Supercharge Your Profits within the next 90 Days

Length of Presentation:
4 hours or full day

Learn how to achieve more in 90 days than most businesses do in a year. It's time to get back in the place where you take charge, lead the way and call the shots. Learn to expand your horizons, maximize your goals and reach your potential. Explore best business strategy to extract the most out of every situation.

A powerful focused workshop to get you back into the driver's seat of your business with a plan and ready to win. We're here to show you how to map out your business for the next 90 days. We will help you to reassess, strategize and get you focused on the quarter ahead.

We will show you how to create a practical, action oriented 90 day plan. You'll decide on a strategy and create a week-by-week action plan to get the job done. We make planning fast, action oriented and straightforward so you'll be inspired to follow through and make it happen.

2.

Financial Mastery

Length of Presentation:
2.5 hours

Do you want to maximize your business growth and profits by understanding your financials?

80% of small businesses fail in the first five years. This powerful workshop is designed to show you how not to become a statistic. You will learn how to maximize your cash flow, how to monetize your product or service and strategies to maximize your profits.

We will teach you:

- How to understand a balance sheet and use this to gauge your business performance.
- Work out your breakeven point and gross margin and why it is vital to know this.
- Understand the importance of budgeting for profit and put it all together to drive business performance

3.

Double Your Leads and Turn Customers into Raving Fans

Length of Presentation: All business owners need to invest consistent energy and income into marketing, sales and customer service. Now is a good time for every business owner to capitalize on their market place and build sustainable marketing strategies that will continue to operate while you are focused on growing other areas of your business.

30 minutes, 60 minutes or 90 minutes

This powerful workshop shows you how to design your sales funnel, your lead generation machine and look after your customers so they come and buy from you time and time again.

4.

Supercharge Your Productivity

Length of Presentation:
60 minutes or 90 minutes

In this world of high-speed technology and ultra-fast communication, antiquated administrative systems can't meet the demand. So how can you keep up?

Faster facilities is one solution. But machines are not the total answer. Behind every machine is a real, live person. Behind every successful business or activity is a person who knows at least something about organizing and structuring their time.

In this powerful workshop you will learn how to get things done with less effort, less stress and in less time, so you are more valuable and can earn more. We will show you how to get more done in less time, using the fundamentals of efficiency. Many people have no clue how to do it - this workshop shows you how.

5.



Execution

Length of Presentation:
60 minutes or 90 minutes

So many entrepreneurs focus on the idea but don't end up executing. Why do you think this happens?

Powerful Execution principles are precise rules for translating strategy into action at all levels of an organization. When applied well they produce extraordinary results by tapping into the desire to win that exists in every individual.

Extraordinary results can only be achieved when you are clear about what matters most. As simple as this principle may sound, few leaders ever master it. Focus is so critical in execution of your priorities and the need to understand how to overcome your biggest source of resistance is essential for success. With unlimited time and resources, you could accomplish anything. Unfortunately, your challenge is usually the opposite: accomplish more with less.

This powerful workshop will show you how to find real leverage and how to use it to produce extraordinary results.

6.



7.

Building Business Teams That Win

Length of Presentation:
60 minutes or
120 minutes

In the absence of rules, people make up their own rules. And some of the biggest collisions in finance, business and relationships occur because well-meaning people are simply playing by different sets of rules. By the same token, the most miraculous results come from "like-minded" folks who band together under some invisible bond to achieve greatness.

This workshop is about revealing the process for eliminating one of the biggest causes for financial loss, frustration and heartbreak in business. It is about surrounding yourself with the right people who subscribe to the same sets of rules and how to establish them so that you can ensure peak performance, fun and incredible results in all you do to achieve outstanding results in your business.

The Only Thing That Holds You Up In Business and In Life is your own 'Head Trash'

Length of Presentation:
60 minutes or 90 minutes

There are two ways to get rid of, or compensate for, head trash: The first thing you need to understand is that the value system set up by your influencers is going to be much more difficult to change. The most efficient answer may be to compensate for the head trash as the first step to attempt to eliminate something that you have believed in for 20 - 60 years.

The second approach is to just force a change by creating new habits in your behavior. This strategy makes more sense for the learned head trash, because that is not so deeply seeded. A habit is something you intellectually believe in and support with action. If you believe intellectually that your head trash is keeping you from being as successful as you would like to be, change it. You will most likely need someone to help coach you through the change so plan on finding a mentor or trainer to get you through this challenging task.

Amateurs keep doing the same things over and over and over hoping something will change. In this powerful workshop we will show you how professionals take action to make the necessary changes. Isn't it time that you emptied out your "head trash" that's holding you back?

8.



5 REASONS

to use Jane Challinor
as your Presenter

- Audiences leave Real Business presentations feeling uplifted, inspired and motivated. They engage the audience to take action.
- Real Business deliver high calibre content that is lively, often revealing, extremely useful and very powerful.
- Real Business delivers high calibre expertise and content to its clients designed to maximize results to business.
- Real Business works with many SME's to experience greater growth and explosive profits through the implementation of powerful strategies and systemized processes.
- Whether you are struggling to break through one of those common business plateaus or considering the right exit strategy, Real Business will show you how to make the right moves to increase profits, operations efficiency and the overall value of your business.

Feedback from Clients, Customers and Raving Fans

"After working with Jane for a short time, I started increasing revenue, while taking responsibility for staff, debtors and business management. After 9 months, I've vastly improved management skills, with a team that's working for my business and goals, I've more than doubled monthly revenue and have a business plan that cracks \$1m in 12 months."

Cate

"My brain hasn't stopped since the event last week! Although I started the day a little hesitantly - not knowing what to expect - I found all sorts of things going off in my brain...such detail, and what a great energy. Thanks heaps."

Tony

"This was a highly valuable use of my time, brilliant trainers and brilliant participants."

Rachel

Where to from here?

Need a dynamic and engaging speaker for your next event? You can book Jane by contacting us via e-mail on: office@realbusinessgroup.com.au



real business

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