



Frank Furness is an international speaker who has entertained, inspired and educated audiences in forty countries. Let your organisation benefit from his 100 mph entertaining talks laced with humour, anecdotes and stories. Frank's expertise in sales, leadership and motivation will elevate both you and your employees into a new playing field of peak performance. Frank has helped audiences around the world to shine with improved sales, leadership and communication skills.

### What they are saying....:

CEO level delegates attending the inaugural Abacus International Online Travel Leaders Retreat rated Frank Furness as one of the most appreciated contributors at the event held in Macau on 4-6 July 2008. His presentation not only provided thought provoking new perspectives for online Travel Agencies, the delegates attending felt that many of the tactics and techniques for online marketing could be implemented almost immediately. We greatly appreciated Frank's contribution to the Retreat and with its sound mix of robust thinking and practical advice and would welcome him as a presenter at our events in the future.

**Robert Bailey, President and CEO, Abacus International Pte Ltd**

Rome, April 2008, - an offsite meeting with my reports - heads of business from across the world, different nationalities, different backgrounds and different business areas. Frank conducted a half day session on day two of the three day meeting.

Frank is energised, motivated and engaging. There was no-one in the room who was not captivated by what he was saying. He had really prepared and tailored his material to fit into my required business outcomes. The whole morning was varied, interesting, moving, thought provoking and uplifting.

My team was left highly motivated for the business year ahead, driven, and armed with tools to help realise action plans. Testament to the impact of Frank's session, is that once back in the office, dealing with daily work issues, the team continues to pull on the resources and motivation gained from Frank.

I would highly recommend Frank - he is one of the best speakers I have ever had the opportunity to experience.

**Ian Curran—MD THQ**

Thank you for a job well done in Budapest. You will no doubt be pleased to hear you were rated the top speaker out of the 18 speakers. In the comments section the respondents wrote the following: motivational, very good, relevant to all and: "it underlined the importance of people in the organisation".

**Anneke BRINKHUIS—European Association of Chemical Distributors (FECC) - Brussels**

While working on the details of our 2008 LEADERSHIP programme, Mr. Furness was suggested to us by various people. Were they ever right! After a brief, but very pleasant and 'to the point' telephone conversation, I was fully confident that Frank was definitely 'our man'. Seen his extensive background in sales, we asked Mr. Furness to take care of the 'HSMIA Leadership in Sales Event on March 13<sup>th</sup> 2008. Frank delivered that afternoon an upbeat, dynamic and cutting edge presentation on sales & marketing. Filled with humour, impressive facts, 'speaking' pictures and many, many practical 'sales tools'. Afterwards he left the audience with several dedicated websites full of practical tools for their review and use. The feedback we got from our members was nothing less than superb! I therefore can only strongly advise any organization (looking for the 'latest in sales & marketing') to contact or even better: 'secure' Mr. Frank Furness for their programme.

**Hans Poortvliet, Managing Director, HSMIA Nederland**

Just a quick message to thank you for the seminar you presented last week in Leeds.

The content was one of the best (if not the best) I have ever had the pleasure of listening to.

**Clive Chappell - Sales & Marketing Manager, MFH Group Of Companies**

Last week I attended the presentation of Frank Furness and I just want to let you know that it turned out to be a super treat! This man was inspiring, fascinating, well informed and sharp. In addition to this he combined (in a very attractive & visual way!) all actual aspects regarding Sales followed by Marketing.

In short: My colleague and I have had a wonderful time! Thank you! Kind regards from the centre of Amsterdam.

**Harold J. Kluit, Director of Revenue & Marketing, Swissôtel Amsterdam**



"Frank Furness spoke to my Academy for Chief Executives Group 11 meeting in December 2007 and received the highest score of the year – 9.5. Many members described this a magical learning day and were euphoric in their praise for Frank as a speaker both from the stand point of delivery as well as content.

From my point of view, as Chairman for Group 11 and former National Sales Manager and Managing Director of Encyclopaedia Britannica, I can say with complete confidence that Frank Furness is as good as it gets when he is on the stage delivering his message to his sales orientated audience.

He is humorous, charismatic and completely knowledgeable on his subject. He is quite simply, completely professional and outstanding value.

**Joe D Adams, Chairman Group 11 & Leaders Forum 6  
THE ACADEMY FOR CHIEF EXECUTIVES**

Your program at NSA Colorado was incredibly helpful. I have been singing your praises and marvelling that you would share that information so generously.

**Jana Stansfield**

Your presentation at the May Denver meeting was amazing! Thanks for all the great information.

**Kevin Knebl, District Manage, ADP TotalSource, Colorado Springs**

I enjoyed it very much and found a lot of your stories awe inspiring, thought provoking and poignant. You talked about a lot of remarkable people, yourself and family included and I have repeated a lot of these stories to my family, often with tears in my eyes!!

**Trudi McMenemy, Manager, Salters  
PTO**

"Frank, congratulations on a great presentation on day 2 of the Dutch Convention in Amsterdam on 14 March 2008 - the time always seems to whizz by when you're on stage, and your tips are always invaluable. If you had been given twice the time it probably would not have been enough. We need to get you to an upcoming convention in South Africa - and I believe nothing less than a pre-con would do you justice. Thanks and well done!"

**Paul du Toit, MD the Congruence Group**

Just wanted to let you know again that your seminar really gave me the direction I needed to move my business into the big time

**Fabian Fidelis, CEO, Proactive, Malaysia**

Every time I sit in Frank's audience it's like going to the bank - AND Making A Big Deposit. What do you need to learn to fatten your bank account?

**W Mitchell, author of, It's Not What Happen To You, It's What You Do About It**

Frank is one of the top sales presenters in the world and he delivered his high content, high impact, high value presentation with his usual eloquence, expertise, and enterprising nature

**Dave Rogers, APSA, Singapore**

Not only did you put on an excellent programme...people have been talking about you non-stop. But also for not acting the Prima Donna! You worked really hard and you got the message across.

**Abi Doyle, Head of Group Marketing, The Premier Paper Group**



A day of sales training with Frank Furness so inspired our sales team that six weeks on, and they are still enthusiastically employing his techniques. Each sales person in the office has their goals pinned up in front of them and we have a huge poster in the office which says 'Think Frank'. Frank has changed the way we work – he has given us confidence to enjoy the sales pitch and to sell better and more effectively.

**Deborah Fox, Managing Director, Emerging Real Estate Ltd**

"EO-Kansas City was fortunate enough to have a long visit with Frank Furness recently. As president of the Chapter and one who attends EO events globally, I can honestly say that Frank's presentation is right on target. As entrepreneurs we must take advantage of the best time management technologies and services. Frank provides us a wealth of time management and cost saving techniques that we all can use. Frank is charming, dynamic and full of energy... Clearly of EO calibre! I recommend him to any and all Chapters!

**William J. Brunkhardt – President, Entrepreneurs Organisation -Kansas City**

"The highlight of the Infinity Financial Solutions January 2008 Sales Seminar was unquestionably the session delivered by Frank Furness entitled Successful Sales Consultancy. Our Consultants have been buzzing since this session - as well as a vastly improved sense of team spirit, individuals have identified where they were going wrong and have adopted a back to basics approach that I am sure will deliver rewards immediately. We all can't wait for the next conference and look forward to getting even more value from Frank"

**Ben Bennett, CEO, Infinity, Thailand**

Thank you for making another inspiring talk – the feedback has been amazing, everybody loved listening to you.

**Annick Devillard, Director, The Rooster**

I want to, again, express my appreciation for the gift of your time and talent at the Enterprise Lab this past weekend in Phoenix. Your session was one of the best of the lab. Participants raved on the evaluations!

**Laura Stack, Director, The Productivity Pro(R), Inc**

I found your talk full of exciting practical ideas delivered with infectious enthusiasm. Everyone present must have been able to go out and increase their sales - provided they acted on something you said.

**Carl French, IoD Herts Events Organiser**

"Frank Furness injects his presentations with a genuine passion for the subject bringing his message to life with real world examples drawing from blue-chip businesses he has helped to grow. Never boring and always informative Frank is one of the best speakers I have seen in a long time. Highly recommended.

**Sean Farnell, Partner, Client Services, Burgis & Bullock, Chartered Accountants, Scotland**

You are the king of the Easy, effective and on a shoe string Marketing online.

**Andreu Mateu Lamas, CEO, Dreams and Adventures, Spain**

"I've now seen Frank have an impact on three separate audiences from chief executives to people in their first sales role. He is always stimulating – with a great combination of practical sales knowledge, constant confidence-building, and an energizing presentational style"

**Paul Vittles, Director, ACNielsen Australia**