



Queensland
Leaders

How to Build Business Value & Growth.

Are you leveraging the 3 core drivers of business growth?

- People Resources
- Capital Resources
- Cash Flow

For private company owners & executives

Wednesday 20th October 2021

Queensland Cricketers' Club, The 'Gabba' 411 Vulture Street, Woolloongabba

2.00pm Guest Arrival, Registration & Networking

2.10pm Welcome & Table Introductions

The key factors that drive business growth.

2.20pm

Stephen Beirne, CEO, Queensland Leaders

- The critical factors that drive success in business.
- Where businesses often get it wrong when pursuing growth.



Focus your team to create opportunity and growth.

2.35pm

Ben Watts, CEO, Watts Next

- Aligning the right person with the right role to boost performance.
- Creating a performance culture.



Using credit risk profiling to reduce risk & increase your margins.

3.00pm

Angela McDonald, Managing Director, Optimum Recoveries

- Understand the industry trends and up to date data.
- Limiting your exposure to risk from your suppliers and clients.



3.25pm Afternoon Tea Break. Networking with Guests & Workshop Hosts

Managing your cash flow and capital requirements.

3.35pm

Andrew Crealy, Managing Director, Fifth Eagle

- Managing your cash flow effectively while growing.
- Planning your capital strategy to keep ahead of your needs.



Driving your sales performance, people and strategy.

4.00pm

Peter McKeon, Managing Director, Salesmasters International

- Aligning your sales strategy to your opportunities.
- Getting the best performance from your sales team.



Building an Industry Leader: Bus 4x4 Group.

4.25pm

Phill Hargreaves, Managing Director, Bus 4x4 Group

- The strategies used to effectively manage people and capital whilst growing.
- The background, mistakes made and lessons learnt along the way.



4.45pm Networking Reception with Guests & Workshop Hosts

5.30pm Final Guests Depart