

THE MAN BEHIND THE TALENT

MARK DOBSON | STRATEGIC LEADERSHIP ADVISOR | BEST-SELLING AUTHOR | WORLD-CLASS PRESENTER | COACH | INNOVATOR | CONNECTOR



What if, as a broker, you could back off your effort, yet increase your income at the same time?

This is not a theory or a misleading headline. Instead it is the legitimate outcome when you add performance genius to your business strategy.

THE MORTGAGE BROKER'S INTELLIGENT PERFORMANCE COACH

Mark Dobson is a performance coach to the world's elite performers and business minds, advising athletes to medals at two Olympics, two Winter X Games, multiple World Championships and seven World Records.

His New York City project was acknowledged by President Obama for its educational innovation. He led Australian business, The Summit, through a 300% growth phase in 12 months and advised braaap Motorcycles CEO as they grew 300% above the industry average in 12 months.

Mark was personal coach to the GM of Consumer Finance at FleetPartners in the year they floated, and he guided Finstra Finance to double its business in 18 months.

Mark's unique specialisation in the broking industry is backed by proven results in sport, education and business. He teaches the mindset and skill set required for optimal performance to deliver phenomenal results.

"In a period of ambitious targets and pressure to match, Mark quickly understood our business and brought practical innovation. His influence was not a one-off hit of inspiration, it was about systems and measures which lived on even when he wasn't there."

LISA MARSH – GM, FLEETPARTNERS

"After just two sessions with Mark, I made changes that had me working fewer hours, yet earning more money. Over the following 10 months, I doubled my income, and have since doubled my business again."

DAVID COWEN – OWNER MANAGER, FINSTRA FINANCE

"Mark was pivotal in growing us 300% above the industry growth rate to become Australian specialised retailer of the year. He is a gold mine of strategy and insights, collected from all the incredible people he has worked with."

BRAD SMITH – CEO, BRAAAP MOTORCYCLES

Enjoy the benefits of Mark's industry specific strategies for:

- » Creating Authentic Success in favour of Perceived Success.
- » Putting awesome structure around good sole operators.
- » Eliminating your laptop from your evenings.
- » Finding a comfortable way to sell in your own style.
- » Spending less time revisiting paperwork.
- » Knowing what to do when business is quiet.
- » Growing and hiring when 'nobody can do what I do'.
- » Adapting to various clients.
- » Matching what you earn with what you need to earn.
- » Getting consistency in your motivation.
- » Producing your best days more regularly.
- » Turning your job into a profitable business.



Other adventures have seen Mark lead a social responsibility project for American housing magnate and billionaire Bob Toll, be shot at in a tribal war, leap from a sinking raft in a hurricane, and perform stand-up comedy in New York City.

Mark will customise a presentation to the specific areas you want him to address.

PEOPLE MARK HAS WORKED WITH INCLUDE

ELITE PERFORMERS

- » Matt Targett – World Champion
- » Marieka Guehrer – 2 x World Records
- » Ian Pope – Olympic Swimming Coach
- » Colby West – X Games Medallist
- » Kate Smyth – Olympic Runner
- » Victoria Mitchell – Olympic Runner
- » Tansel Ali – Memorised the Yellow Pages

COMPANIES

- » braaap Motorcycles
- » Cancer Council
- » F&S Management
- » FleetPartners
- » Forstaff Recruitment
- » Incremental Systems
- » NAB
- » NRMA
- » Outward Bound
- » P&O
- » Snowgum
- » Telstra
- » Toyota

WHERE YOU MAY HAVE SEEN OR HEARD MARK

- » Today Show
- » A Current Affair
- » Triple M
- » 3AW
- » The Age
- » The Weekend Australia
- » Sydney Morning Herald

To book Mark, call Emma McDowell at Saxton Speakers Bureau on (02) 8968 6603 www.dobbo.com.au

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