



**POWERFUL
HUMANS**

SELLING IS AN ADVENTURE

Sharing the secrets to selling in a way you will never forget.

*"The best motivational speaker I have ever met."
- ULSTEIN Asia Pacific*





Grant 'Axe' Rawlinson is the
SALES EXPLORER

With 20 years exploring some of the remotest parts on earth, from the summit of Mt. Everest to crossing oceans and continents by his own human power, Grant Rawlinson comes from a highly successful career in the corporate world, selling, managing and leading sales teams to multi-million dollar success for almost two decades.

Now he combines his unique passion for adventuring and selling into captivating keynote addresses and workshops that will unlock the 'human-power' potential of your sales force.

*"It was the most interesting and inspiring story I have ever heard."
- HR Exec, Hong Kong*



Selling is an adventure

KEYNOTE

Grant 'Axe' Rawlinson's signature keynote "Sales is an Adventure" is a 45-60 minute presentation sharing the key traits to becoming a successful 'Sales Explorer'. Artfully and professionally delivered through a combination of story-telling supported with professional audio-visuals, Grant uses metaphors from the world of extreme adventure to bring the learning points to life in a way your sales team will never forget.

"You kept 250 of our largest clients and business partners captivated for an hour."
- AON Risk Solutions



What you can expect from "Sales is an Adventure" keynote:



RECOGNISE and appreciate your sales teams, making them feel proud of their profession by making the world of sales more noble, exciting and fun through promoting it as an adventure.



EMPHASIZE that we ALL need to develop strong sales skills to achieve, and that all sales skills can be learnt!



MOTIVATE salespeople to become 'Sales Explorers'. Not following the crowd but leading the crowd and being truly memorable!



INSPIRE your teams to greater sales performance through insightful sharing of the five key mindsets and behaviours that make highly successful sales explorers. Behaviours that when repeated will eventually form habits.



Selling is an adventure **WORKSHOP**

A half-day 'Sales is an Adventure' workshop runs off a similar structure to the keynote, but works as a facilitated session where a 'deep dive' is performed on each of the learning points. With your teams split into small groups they can collectively brainstorm improvements within the context of your own business environment using the 5 traits framework. This has flexibility to be customised to focus on particular areas of your choosing and is suitable for groups of 5 to 500!

"We need more sessions like these in the current environment. These sessions enable us to focus our minds on the positives things for any scenario."

- RBS Singapore





The 5 key traits of **SALES EXPLORERS**

Each of the 5 traits is shared using extreme metaphors from the adventure and sales world with supporting scientific evidence. Tips to increasing our ability in each area are shared and insightful questions are posed to the audience after each trait to allow them to think how they can improve their own traits. In a workshop setting this is expanded to allow individuals and teams to discuss and present/compare thoughts around improvements in each trait.

“Exceptionally well received by the industry CEO’s in attendance.”
– SAP Asia Pacific Japan



ATTITUDE

The most critical trait for a successful Sales Explorer is attitude. Unlike the technical aspects, attitude cannot be taught but it can and must be continually INFLUENCED and IMPROVED.



COMMUNICATION SKILLS

Whether by phone, in person, from the stage, by email or social media. The ability to communicate effectively is the second most important trait to becoming a successful Sales Explorer.



NETWORKING & COLLABORATION

Great communication will get you a sale, but to get many sales you need a network. Great sales explorers are world class networkers, forming trustworthy, high value relationships both internally and externally.



PROBLEM SOLVING & INNOVATION

Selling involves innovation and constant problem solving. Great Sales Explorers are the world’s best innovators. The moment we stop solving problems is the moment we stop selling.



CHANGE

Great sales explorers are always learning. They are coachable. They understand that to improve we must focus on our weaknesses - not our strengths.



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About

GRANT 'AXE' RAWLINSON

Grant 'Axe' Rawlinson is the Sales Explorer and a world class adventurer. His vast experience ranges from 20 years selling from street level to the boardrooms of Asia, from coaching and leading sales teams, playing international rugby, climbing virgin mountain peaks to standing on the summit of Mt Everest and crossing entire oceans and continents with no sails or engines.

Grant understands that fundamentally the most important key to success is not just our skill, luck or inherited attributes, but our mindsets and behaviours.

By educating that we ALL need sales skills to get ahead, Grant's vision is to make the world of sales more noble and more honorable through recognising the great sacrifice and contribution that professional sales people make – and through all of that, to inspire and help sales teams to achieve higher, harder and greater goals.





**For more information and bookings for Powerful Humans,
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