



**POWERFUL
HUMANS**
by GRANT 'AXE' RAWLINSON

GRANT 'AXE' RAWLINSON

Speaking / Sales Coaching / Team Workshops / Sales Training

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





Grant 'Axe' Rawlinson is the

HUMAN POWERED 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.

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



An Explorer's Mindset KEYNOTE

Grant 'Axe' Rawlinson's signature keynote "An Explorer's Mindset" is a 45-60 minute presentation sharing the 5 key traits to behind successful Explorer's. Artfully and professionally delivered through a combination of story-telling supported with professional audio-visuals, Grant uses metaphors from the world of extreme adventure and business to bring the learning points to life in a way your business teams 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 "An Explorer's Mindset" keynote:



RECOGNISE and appreciate your teams efforts, making them feel proud of their profession and promoting the world of business as the exploratory adventure that it is.



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



MOTIVATE business people to adopt the mindset of explorers and not follow the crowd but lead the crowd!



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



The 5 key traits of **GREAT EXPLORERS**

Grant shares the 5 traits using extreme metaphors from the adventure and business worlds. Techniques to increasing our ability in each area are shared and insightful questions are posed to the audience to allow them to think how they can improve their own traits.

"Exceptionally well received by the industry CEO's in attendance."
– SAP Asia Pacific Japan



ATTITUDE

The most critical trait for a successful 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 your idea's, vision, product or service effectively is the second most important trait to becoming a successful Explorer.



NETWORKING

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



PREPARATION

Selling involves innovation and constant problem solving. Great Explorers are the world's best problem solvers. Our ability to solve problems and be innovative under pressure is directly influenced by our attention to preparation.



CHANGE

Great explorers understand the importance of learning to navigate change. They seek the opportunities in change, not resist, hide or become upset. They understand that to improve we must constantly change and transition.



Sales

ACCELERATOR COACHING

Sales Coaching is a powerful tool in an organisations toolkit to improve sales performance. Grant specialises in sales coaching, drawing on his professional coaching skills (Grant is trained through the Nueroleadership Institute) coupled with 17 years of corporate sales management and leadership experience.

"Coaching with Grant is an investment in yourself not a cost"

– Cory Brooks, Sales Manager, Western Advance





Experiential Team **WORKSHOPS**

Through a simulated expedition experience, Grant teaches high performing Sales and Business Teams in an interactive, unique and exciting manner, how they can make more effective decisions under pressure to achieve powerful goals and work more effectively together!

"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





Sales

TRAINING

Grant offers a customised and comprehensive range of Sales Training programs. These courses are designed in conjunction with world leading sales course developers and have been run for many companies around the world in a range of industries. Contact Grant to have a needs analysis performed to ascertain the correct sales training package to allow your team to reach POWERFUL goals!

"Thank you for adding so much value to our event."

– PLATTS Singapore





About

GRANT 'AXE' RAWLINSON

Grant 'Axe' Rawlinson is the Human Powered Sales Explorer.

Born with an intense natural curiosity, for 20 years he has been achieving powerful goals in the world of sales and exploration. From the street level to the boardrooms, and over 50 expeditions across the globe including summiting Mt Everest and crossing oceans and continents completely by human-power, Grant is now using the knowledge he has gained to inspire sales and business teams to adopt the mindset of explorers, and ultimately achieve higher, harder and more powerful goals.

A native of New Zealand, Grant lives in Singapore by choice, and is married to Stephanie with twin daughters Kate and Rachel.





**For more information and bookings for Powerful Humans,
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