

"Mike Southon is more than Quite Interesting. He spreads insight and cheerfulness in equal measure, like an ambidextrous chef icing two cakes at once."

John Lloyd, producer of Blackadder, Spitting Image, Not The Nine O'Clock News and QI



Mike Southon will inspire, entertain and inform your audience

'Motivational Mike' will deliver a keynote full of real-life examples and practical advice. For anyone who wants the entrepreneurial mindset: students, entrepreneurs, employees and senior managers.

'Moderation Mike' will host your conference with style, wit and real added value. For anyone who would like to avoid 'Death by PowerPoint', lack of audience engagement and overrunning schedules.

'Masterclass Mike' will show how to double sales and get everyone involved in the process. For anyone who has customer contact: sales, delivery, finance, customer support, administration and management.

Mike is one of the world's top business speakers, a Fellow of The Professional Speakers Association.

Mike is a Visiting Fellow in Innovation and Entrepreneurship at London South Bank University. He has made frequent appearances on television and radio and has a weekly column on entrepreneurship on Saturday in the *Financial Times*.



About Mike Southon

In the '80s, Mike co-founded, built and sold *The Instruction Set*, a software consultancy

In the '90s, Mike worked with 17 start-ups; two later went public (and three went broke!)

In the '00s, Mike has co-authored with Chris West four best-selling books: *The BeerMat Entrepreneur*, *The Boardroom Entrepreneur*, *Sales on a BeerMat*, and *Finance on a BeerMat*

Recent Customers:

Coutts, Goldman Sachs, Cisco Systems, IBM, Oracle, Microsoft, Accenture, the Entrepreneur Business School (Bali), MIT Forum (USA), The Department for Business, Enterprise and Regulatory Reform (UK), The European Commission, the East of England Development Agency, The Institute of Directors, Rolls-Royce and GlaxoSmithKline.

"This is a sales book for everyone, written with clarity and wit."

Stephen Fry, author, producer and performer, foreword to *Sales on a BeerMat*

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