



Kim Payne

being
valuable
...the simplest way to success

Keynote speaker, trainer and coach
on leadership, communication and
business

snorkel



scuba

"The deeper you dive, the more meaning you derive"

- Kim Payne -

KIM PAYNE

snorkel



scuba

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KIM



“
Kim changed my life!

All of Kim's sessions were spectacular.
Extremely useful information that can be
implemented immediately.

- Fortnum Private Wealth Conference -



I'm delighted to meet you

What a treat you've taken the time to consider partnering and helping your audiences be more valuable. Big thanks!

Let me introduce myself. I've spent the past three decades as a speaker, trainer, business coach, and consultant in financial services.

I'm obsessed with helping brilliant, educated professionals get rewarded personally, professionally, and commercially.

I've learned that technical genius does not guarantee success.

If you want to earn more, impact others and build a business or career that makes you proud, you need to be more valuable. To step up and take the lead. To know your value, understand what others value, and deliver it passionately.

I spent almost 20 years in the corporate world with companies including Credit Suisse First Boston, Citibank, Northumberland Group (in the UK), The Money Managers, and NAB/MLC. Since 2010, I've owned and operated multiple businesses of my own.

I started my baseball career at age 48, love dancing on stage, a funny home video, or a corny Dad joke. My two energetic, sports-crazy sons are my biggest inspiration, and my mantra for life is "*if not now, when?*"

**“The simplest way to sustained success
is to be more valuable”**

Kim Payne

Engaging and *inspiring* audiences

When investing valuable time and money into developing your people, you want it to be a worthwhile experience.

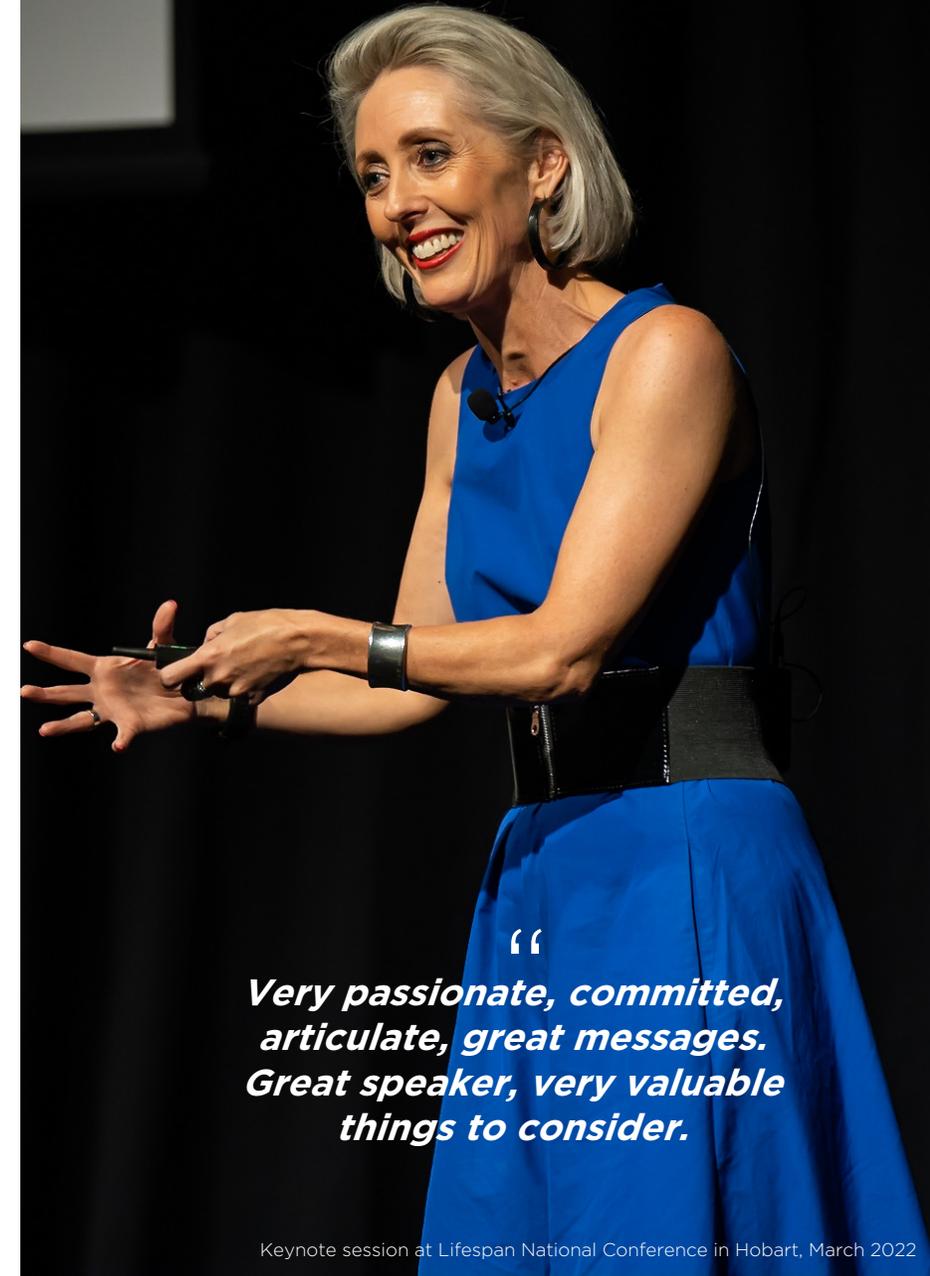
I'll get your audience thinking, their bellies laughing, and a powerful message etched in their brain... so powerful it inspires action long after the event.

Having transformed thousands of professionals at speaking gigs over the past 15+ years, I know the real value of any session is the difference it makes in someone's life.

I help make that difference by sharing decades of invaluable experience and sprinkling it with a light, casual presentation style to get even the most seasoned expert re-imagining what's possible.

Whether it's a keynote or break-out session, live or virtual, I'd love to contribute to your next PD Day, Summit, or Conference and give your audience their ha-ha moment.

Kim Payne



“
Very passionate, committed, articulate, great messages. Great speaker, very valuable things to consider.”

Organisers have been *tickled*

*“Kim delivered a brilliant and highly motivating presentation which for me was the **standout session** of the Lifespan conference.”*

Michael Gershkov | National Practice Manager | Lifespan Financial Planning

*“At our recent conference, Kim’s sessions were the two **highest rated sessions** and advisers have asked for further masterclass workshops with Kim.”*

Simone Munro | Head of Professional Development | Fortnum Private Wealth Ltd

*“The **audience loved Kim’s presentation** from start to finish and they still refer back to some of her nugget’s months after. A simple but powerful message delivered with passion and enthusiasm – perfect!”*

Peter McCarthy | Founder | Director | My Prosperity



*“In each State she was unanimously **rated as the best speaker** that presented to our people.*

Synchron Professional Development Days
Paul Riegelhuth | Director (sadly now passed)

*“I was **so impressed** by Kim’s engaging and impactful presentation, I knew I had to get her working with our team.”*

Rebecca Hanifin Financial Spectrum |
Head of Marketing

*“The feedback we have received from our members has been **outstanding.**”*

Dennis D’Angelo | National Commercial & Sales Manager | Choice aggregation services

Participants have been *delighted*

*Amazing, very punchy & **inspiring**.*"

*Kim is a **dynamic and funny speaker** who can convey to the audience a large number of practical ideas that a services firm can implement quickly and easily."*

*Full of energy, **informative**, great session."*

***Great energy!** Great ideas!
Very funny."*

*Best session, got a lot out of this one.
Very professional.
Very dynamic speaker."*

***Engaging** presenter. Lots of ideas to implement in my business."*

***Great choice** of presenter."*

*Fantastic **exuberance**."*

***Top notch** and very useful. Definitely gives you a lot to think about."*

***Outstanding** and entirely on the mark."*

*Using real life examples was great to **enforce understanding** of subject."*



***Passionate** and gave some real takeaways to try."*

*Telling 'stories' with the presentation made it **relative and interesting**."*

A woman with blonde hair, wearing a bright yellow sleeveless dress, is speaking at a podium. She is holding a small black device in her right hand and gesturing with her left hand. The background is dark and out of focus.

An experience for all

I've got a variety of topics for audiences that cover leadership, communication, and business.

They can be delivered stand-alone or combined to create your perfect experience.

Whether self-employed, leading an organisation, starting out, or advancing their career, all bases are covered.

Sessions are tailored to inspire audiences from client-facing experts to c-suite executives, back-office support, and all in between.

They can be delivered (in person or virtual) as a keynote, presentation, breakout session, practical workshop, masterclass or webinar.

Depending on the depth of learning and impact you want, sessions can range from 30 minutes to multiple days.

“
I'm almost speechless.

You're the first person in 10 years that I've met that actually gets all of it, not just a few unrelated bits of it.

The Valuable series of *speaking* gigs

I'm obsessed with giving your audience what they need.
Here are some examples to give you a taste of what's available.
If you can't see what you're after, please ask.

Lead your way.

The value of leading

Leadership starts with you and bringing out the best in others. Then, it's about finding a style that fits, feels right, and complements your abilities.

It means stepping up and owning your value as a leader. To enhance others' performance, so everyone wins.

Connect with meaning.

The value of conversations

Real connection and understanding come from conversations that move people to action.

Getting deep and meaningful is key for longer-lasting, stronger relationships where the real value is experienced.

Pursuing real value.

The value of advice

Delivering real value requires a clear framework that captures why someone would work with you, stay with you, pay you and refer you.

It's about making value the focus of all you do, then articulating and delivering it so clients experience life-changing results.

Paid your worth.

The value of price

Most people don't go into business to break even. They just find being profitable challenging.

When pricing value, several fundamental principles apply to ensure it's profitable to the business, valuable to the client, and sustainable over time.

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Communicate for impact.

The value of communication

Confidently communicating is more than words. It's a full-body experience that involves making sense of what's said, what's not and uncovering the real meaning of a message.

It captures the left and right sides of the brain and ensures mutual understanding.

Share your story.

The value of story telling

Uncover the compelling stories and lessons from your life and share them in a meaningful way. Personally and professionally.

Make every word count and every point understood. Do it with your unique flavour in your own voice.

Stories change lives.

A client delight.

The value of client experience

It's about delivering an experience so memorable, insightful, and inspiring that clients sign up, stick around and stay forever.

When people feel your value, they naturally want more, refer often, and willingly pay. That's great for business growth.

Empowering Women.

The Valuable Woman

So many brilliant, competent, accomplished women continuously miss opportunities, get overlooked, undermined, or sabotage their success.

Whether they're running their own business, a leader in an organisation, starting out, or advancing their career, much of what holds women back can be addressed. The challenges are real, but they don't need to be limiting.

This session is about providing ways to help women show up, speak up and step up in business and life.

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Captivate an audience.

The value of speaking

Master how to speak confidently at the front of the room, on a stage, in a meeting, or on video. Learn how to create a compelling presentation that makes a message stick.

It's about being comfortable in the spotlight and sharing your goodness with audiences who need to hear it.

Elevate your expertise.

The value of branding

Promote yourself to the spokesperson for brand YOU. You're a worthy endeavor that deserves top-notch PR.

In a service business, people are buying you. Therefore, it's important to own your value, be visible, and get rewarded for your contribution.

Master your mind.

The value of self mastery

Take control of the pesky inner critic who rambles on with negative self-talk and limiting beliefs trying to sabotage your success.

Get your mind on the game. Boost your confidence, feel more inspired, step up and be more valuable.



Kim Payne

My secret sauce

A serve of *practical.*

When it's real and relatable, lessons are learned, and action is taken.

A sprinkle of *polish.*

Catching attention and keeping things interesting makes messages stick.

A splash of *playful.*

Serious business and personal growth is an easier gig with a smile on your face.

practical. polished. playful.



Kim Payne

I love transforming minds





**And bringing out
the gold from *panels***

And emcee'ing *impactful* events



I've worked with rockstar businesses

to name a few...



*“Kim is one of the few speakers that has engaged me enough to believe that she could **add significant value** to our business.”*

Jonathan Rooney | Director | The Structured Group



And judged many award winners

accountantsdaily
**AUSTRALIAN
ACCOUNTING
AWARDS**
2022



accountantsdaily
**AUSTRALIAN
ACCOUNTING
AWARDS** 2021

ifa
**EXCELLENCE
AWARDS** 2020





**I'd love to explore how
we could work together**

To make your events even
more valuable.



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