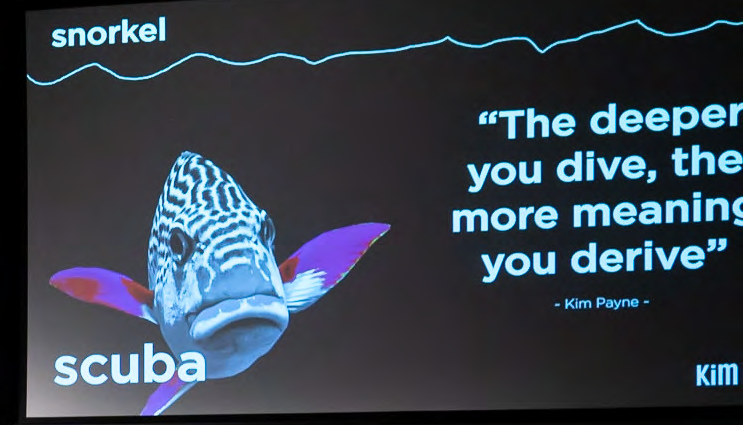
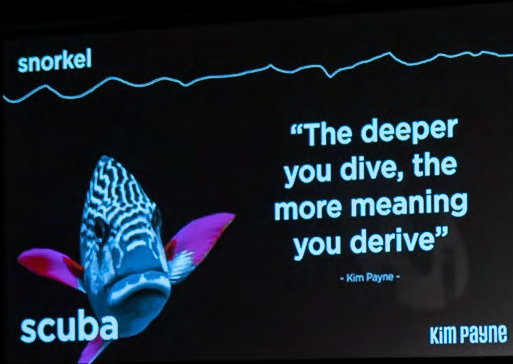




Kim Payne

being **valuable** *...the simplest way to succeed*

Keynote speaker, trainer and coach
on leadership, communication and
engagement.



“
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.

My purpose is to make your event awesome, and your people moved.

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

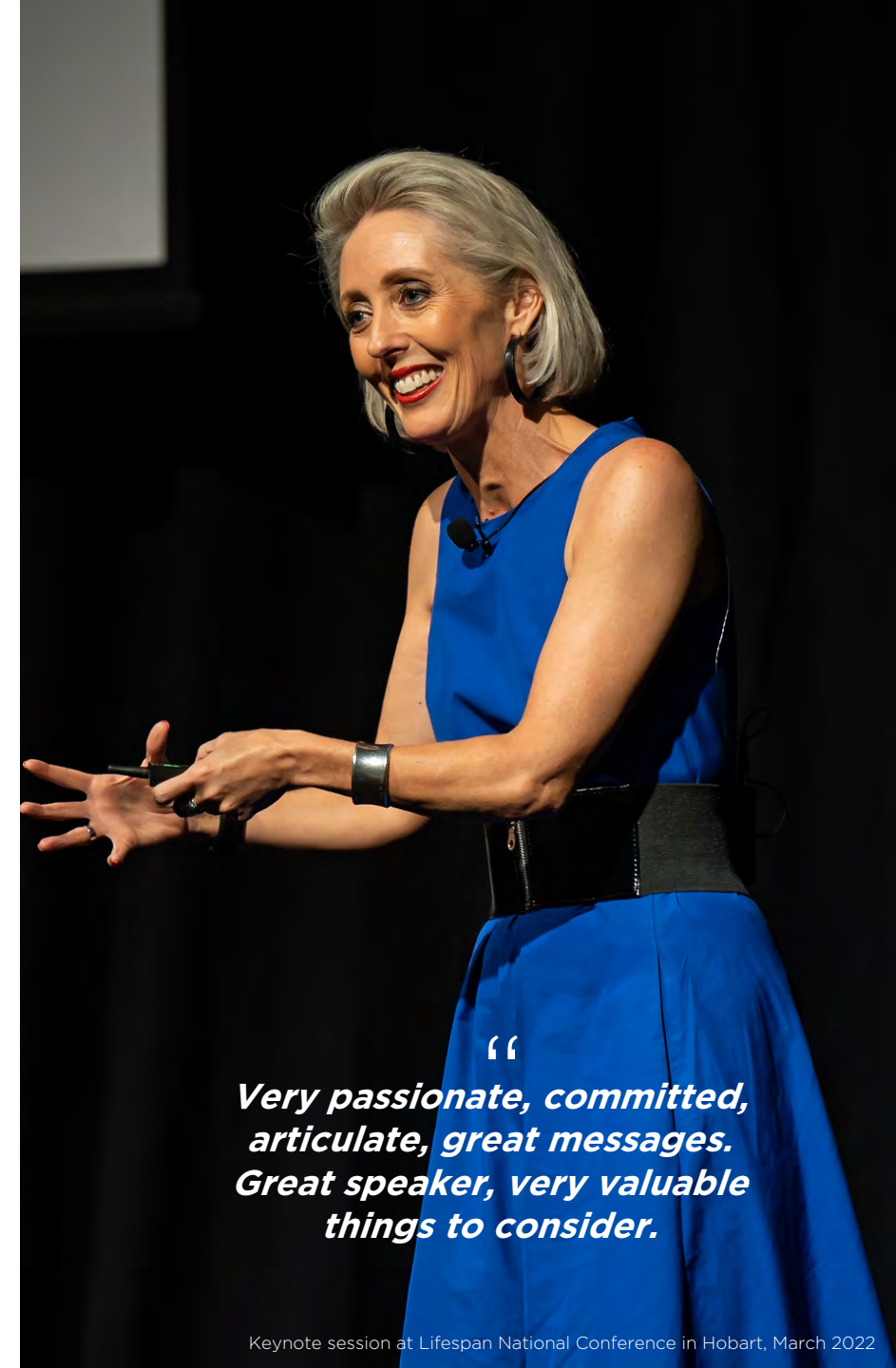
Having transformed thousands of professionals at speaking gigs over the past three decades, I know the real value of any session is the difference it makes in someone's life.

I 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.

To have your audience rave about the **value of your event!**

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 standing at a podium and speaking. She is holding a small black object 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 engagement in 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 three examples of popular topics audiences loved.
There's lots more where this came from.
Ask and we'll create exactly what you want.

Crave-able

A craveable client experience is your competitive advantage

How you make people feel, when you do what do, is a deal breaker.

Humans crave connection. They want meaningful relationships, not just technical expertise, quality, and price. Yes, they want this, and they want more. These days, clients also expect an experience that's effortless, engaging, and enjoyable.

Creating an immersive and interactive experience for your clients is a must-have strategy for success. If you don't, someone else will.

A perfect fit for:

Professional services businesses and teams who want to better serve, engage and work with humans.

Key learnings:

- ✓ What clients crave today
- ✓ How to be un-forgettable
- ✓ The small stuff to sweat
- ✓ Ways to out-service and stand out
- ✓ Clever ideas from other industries

BONUS: *this goodness rubs off on your people and makes it easier to catch and keep valuable staff.*

Value-able

Rethinking the value of advice

People find the time and money for things they value.

The best advice businesses know this and embrace it. Rather than stick with tradition, they are curious about what's valuable and what's not.

They get inside people's minds and develop a framework to create, capture, and deliver value consistently.

Clients need you more than ever. Be the value they want to buy.

A perfect fit for:

Financial services professionals and businesses who want to be more valuable. To make money, have an impact, and live happily ever after.

Key learnings:

- ✓ Creating a value mindset
- ✓ Understanding what people buy and you sell
- ✓ Pursuing value in today's world
- ✓ Showcasing value to humans
- ✓ Developing a framework for rethinking value

Convey-able

Deep dive for meaningful conversations

The deeper you dive, the more meaning you derive.

Conversations that go deep are the essence of meaningful, long-lasting relationships.

If handled with care, they unite people and create unbreakable bonds. Going beyond surface level makes clients feel seen, heard, and understood.

Conversations are a superpower to engage others and inspire them to act.

A perfect fit for:

Professional who need to communicate, connect and converse better with humans.

Key learnings:

- ✓ Taking conversations deeper
- ✓ Asking valuable questions
- ✓ Handling tough cookies
- ✓ Exploring hidden opportunities
- ✓ Making it safe for people to share

My secret sauce

A huge serve of *energy*

When people feel energised, they learn more lessons and are inspired to take courageous action.

A pouring of *engagement*

Catching and keeping people's attention is key to making messages stick and impact felt.

A big dose of *entertainment*

Serious business is more rewarding when coupled with belly-aching laughter and a smile on your face.

Energetic. Engaging. Entertaining.



Kim Payne

I love transforming minds



A photograph of a panel discussion on a stage. Four people are seated in brown leather armchairs. From left to right: a man in a light blue shirt and grey trousers, a woman in a dark blue blazer and black skirt, a woman in a black top and black pants, and a woman in a bright blue sleeveless dress. The woman in the blue dress is speaking and gesturing with her hands. A small table with water bottles is between the first two chairs. A silver pitcher is on a table to the right. The background is dark with a curtain.

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

And emcee'ing
impactful
events



I've worked with rockstar businesses

to name a few...



FINANCIAL PLANNING
ASSOCIATION of AUSTRALIA



*"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





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

To make your events even
more valuable.



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Kim Payne