

# BILL WHO ?

## THUMBNAIL REVIEW OF BILL POTTER INTERNATIONAL BUSINESS MAVERICK

Bill is an international *Business Maverick*! He is a recognised motivator, innovator, facilitator, creator and agitator. He benchmarks the unconventional perspective of passionate business delivery through innovative people performance. He is the founding Director of **THE DU<sub>P</sub>IT GROUP™**, a source for Human Workplace® and personal accomplishment strategies. The Human Workplace® will be the premier third millennium business practice!

In his powerful, interactive presentations and strategies, in about **40** nations of the world[he has visited some **60** of them], he inspires people to *laugh as they learn, chuckle as they change* and to *cheer as they achieve*. This is also his ‘*affirmation of personal purpose*’.

He was executive director of Junior Chamber International, at its world headquarters in Miami, Florida, USA. He has held corporate and leadership portfolios in several business enterprises and in organisations, including holding an officer warrant in the military.

He is the author of the powerfully funny **Mind Your Own Damn Business!** described by a leading business editor as, ‘*having a go-getter approach that provides a healthy antidote to the jargon-riddled academic tomes, that often pass for management books*’. This book was chosen in the top book list for *new millennium* holiday reading in New Zealand. He is currently writing additional business dynamics and human accomplishment literature.

Bill is a double international referee in both Rugby Union and in World Cup Touch Football. He was awarded both the *Cámara Junior de Colombia Medal* and the *Most Outstanding Past Member of the World Award*, by Junior Chamber International. He is also the first Fellow of the JCI Training Institute[Miami, Florida, USA]. UNICEF acclaimed the worldwide programme he led in the ‘*U.N. International Year of the Child*’, which directly reached more than **12.5 million** children globally.

Bill is the father of three wonderful children of his own. He has completed a 10,000 feet skydive, made a 1000 feet helicopter bungy jump, survived a 110 kph car accident, led marches through Berlin, Osaka and Seoul... and brought a commercial jetliner back to the gate. He has met heads of state, business leaders, royalty, sports champions and kissed Miss World....amongst other highlights. Otherwise, he has led a seriously uneventful life!

There are very few genuine *mavericks* in the world. Individuals who can consistently see the unconventional course of action, and convert that into your personal and business *sustainable edge of advantage*. **Peopleness** and **innovation** are everything in a busy and increasingly impersonal, *techno-rampant* world. Bill is such a *maverick*. When you meet him...ask him to tell you about some of his innovative applications!

He’s had enjoyed some world-firsts and some stage-unique appearances. The first platform speaker in the world to wear a Sleepwalker on stage. The only one to wear a dressing gown onstage in Asia. He speaks from a coffin... He does much to reinforce powerful messages!

*Bill is dedicated to making a deliberate difference in the lives of all achievers.  
With your permission, he would like to make a difference in yours.*

## **BILL WHO? SOME ACCOLADES** **B**

### *A sampling of kind thoughts...*

- What a **great** session!
- We'd certainly have to put your presentation in the 'great experience' category.
- Your presentation was **fantastic**, the content **challenging** - we went away **motivated**.
- Your seminar in Berlin was **really great** indeed.
- Everyone in attendance was thoroughly **impressed** by the **content** of your seminar, and left feeling **enlightened**.
- There is no question that your presentation **fulfilled** not only **the brief**, but the overall theme of the day. You provided some **thought-provoking** content in a **light-hearted** manner. Many were commenting about your session. You can be sure we will use you again in the future.
- You were both **entertaining** and **interesting**, and your comments are definitely **relevant** to the world in which we work and have fun.
- The Chief Executive Officer and Director were both extremely **impressed**. Your address was **well researched**, highly **relevant**, **entertaining** and **informative**.
- Your facilitation of the Vision workshops was one of the **key** components of their success, and the **effect** on the organisation has been both **positive** and **progressive**.
- Your speech was a **perfect** ending to our conference, and our delegates thoroughly enjoyed your **wit**, **enthusiasm** and **motivation**.
- Your excellent presentation and **inspiring** speech were **invaluable** elements to the success of the seminar.
- Thank you for your **fantastic** address. You had us listening with **rapture** to your worldwide **wisdom**. I am certain beyond a doubt that our members have been **empowered** with enthusiasm and confidence to carry out their **goals** and **dreams**, and that you have been a critical **catalyst** for them.
- Your **expertise** and **dedication** made this the most productive and worthwhile training session in the history of our organisation.
- You **analysed** very clearly, the major problems facing Rugby in the USA, and offered **solutions**
- We are **particularly pleased** with the **Strategic** Events Review you have undertaken. Being an international company, it is very difficult to find such **talents** as yourself, who has a high degree of **knowledge** and **experience** in the **corporate** business arena.
- **Innovative**, wacky, **thought-provoking** - thanks for the presentation - the guys loved it - it was sufficiently "**off the wall**" for me to love it too
- It would be great to have a great **inspirer** and **motivator** like yourself within reach all the time! Thank you very much for organising such a **terrific morning** in Alice Springs
- The feedback on your presentation was excellent - many of the attendees asked "**where did you get this guy from...**he was great! - once again, thanks for the **brilliant presentation**
- I wish to thank you on behalf of both myself and the Management team, for a very **professional** and **productive strategy** session. My thanks for a job well done.

- It was really **refreshing** to have someone like yourself provide a **different slant** on how we project our company and ourselves.
- Understanding the **change process** the company is undertaking, led to a highly focused and **relevant** presentation, touched with a sprinkling of **humour**.
- You will be pleased to know that your presentation at the **Organisational Change** conference was **rated** the **highest** by the delegates.
- A huge thank you for the wonderful '**motivator**' you delivered. I can assure you that my **expectations** of leaving the team bubbling was certainly **exceeded** with your **superb delivery**.
- Your presentation was **right on target** with our audience. I appreciated your **extra effort** in researching up-to-date information, **sticking** to our **time limit** and most important, **mesmerising** our group with your **unique wit** and **wisdom**.
- A great weekend. You're a **legend**...
- The session was **fantastic**. It was **refreshing** to look at business[and life] from a **different perspective**, and I personally felt that I took a great deal away with me. **Feedback** from those involved has been **overwhelmingly positive**. All of the attendees that I have spoken to, found the **content** to be **motivating** and genuinely **valuable**.
- I had the immense pleasure of listening to your presentation. Being a person who would like to contribute to positive **change**, I am interested in your **initiatives**. Thank you for your **inspiring** presentation.
- You have so much **energy** and an **invigorating style** that makes people **take notice** irrespective of individual views.
- I was impressed by your views on **work** and **life** in general. You will bring a **refreshing new dimension** to the publication, and I look forward to reading your column.
- I think you have a **unique style** which is very **refreshing**
- When you were approached by so many after your presentation, I knew that you had **reached our audience**. It was a great kick start to our day...there was a **smile on everyone's face**. I hope I have the opportunity of listening to you again.
- **Great talk**. You don't know how many conferences we've been to and been bored into submission.
- Your input certainly ensured the day ended on a really **positive**, but **challenging** note.
- I found your **attitude enlightening**.
- Really enjoyed your talk. You had **my sides splitting**.
- Many thanks for a terrific session. Like a truly great speaker, you left me **wanting more** - much more! So, well done and thanks for sharing your **wisdom** and **wit**.
- Thanks again for your input and **views**. It was a **great morning** - and you helped make the whole conference a **great success**.
- You certainly gave us **value for our money** - the audience heard and absorbed every word you said - your **impact** on the event has been **significant** - it's been a **pleasure dealing** with you
- Well, you were **terrific** - anymore and you would have **blown them away!** Literally!
- Thank you again for your **wonderful address** - your **easy, humorous style** - it was the day's highlight - as always, you are the ideal person to **awaken dormant potential**

## **BILL WHO? STILL MORE ACCOLADES** **D**

- Something **spiffy** did happen and a **difference** was made - without exception all my colleagues had a lot of **fun**!!!!...not to mention all the other wonderful **differences** we all experienced
- Bill Potter is one of the **most dynamic speakers** I have heard for some time. Be prepared to get involved when he's on
- He kept us amused and entertained, with a message, **for nine hours** and nobody got bored
- Feedback from delegates is that the conference was a resounding success, this in part, mainly due to the **well researched** and well presented presentation that you delivered. You are very **inspirational**
- A very, very sincere personal and professional thank you, for making our inaugural conference the success it was. **Everybody**, but **everybody** enjoyed your presentation and I am sure many gained from its content

The originals of these **ACCOLADES** are available for inspection.

They have come from the following sources:

Air New Zealand; AMI Insurance; Australian Junior Chamber; Blue Star Office Products; Communication Mentor; Countrywide Banking Corporation; DATACOM Information Networks; Day-Timers Limited; Ernst & Young; Fiji Timeshare Association; Financial Education Services; Fleet Services; Health 2000; Hertz; Hong Kong Junior Chamber of Commerce; Hydraulink; IBM; Institute for International Research[IIR]; Japan Junior Chamber; Lions Clubs International[New Zealand]; Melbourne Junior Chamber of Commerce; Merck Sharp & Dohme; MMI General Insurance; National Speakers Association of New Zealand; New Zealand Employment Service; NZ Secondary Schools Executive Officers Assn; Outback Travel Shop; QCD Limited; RAECO; Sales & Marketing Executives International[SMEI]; Stewart-Murray Publishing; Television New Zealand; The New Zealand Golf Association; The Omnia Group; The USA Junior Chamber of Commerce; The USA Rugby Football Union; Tourism Industry Association New Zealand ; Travelstrength[Australia]; Western Bay Health; Westpac Trust Banking Group; Whitcoulls Office Products; Wirtschafts-junioren der Industrie und Handelskammer Frankfurt[Germany]; YPO Women

## **SOME PRESENTATIONS**

Here are only some of Bill's favourite concepts. They can be enjoyed as keynotes, as Team sessions, via interactive workshops, public forums or in an advisory role. They are always *funny, interactive, off-beat, futuristic and challenging*. Nothing less than that is worth your spend, in contemporary business! If you prefer 'traditional', you stay the same. If you are the same as the others...why should anyone **pick YOU!**

- 01 **PUMPING PEOPLE PERFORMANCE** : The only sustainable edge of advantage<sup>TM</sup>
- 02 **THUMBPRINT PARTNERSHIP** : A dimension beyond customer service
- 03 **THE "OLDE FARTITUS" CONSPIRACY** : The fixed mind challenge to change
- 04 **MEDALS•WITH•US!** : The Superteam x-factor

- 05 **THE STATUS ZONE® EFFECT** : Goal-getting of a different kind  
 06 **psr-PEOPLE** : The human equation in Quality performance

**BILL WHO? KEY PRESENTATIONS** **E**

- 07 **I SAW YOU SMILING ☺** : Persuasive public presentations  
 08 **WHO'S REALLY IN CHARGE HERE?** : The art of soul leadership  
 09 **WHO STOLE MY LIFE?** : The Human Workplace® Challenge  
 10 **GET OUT OF MY FACE!** : Taking the worry out of stress  
 11 **PICK ME!** : Maverick marketing strategies with attitude!  
 12 **WHO TOOK MY GEE-GENES?** : A personal discovery experience  
 13 **I'M NOT YER MOTHER!** : Seizing individual initiative!  
 14 **I THINK I'M DYING HERE!** : Inspiring the front-liners at your place!

You may be a tich surprised by some of the titles above. Don't be! Our material is always light years ahead of the norm. Appointing advisers to represent the norm, is a bad spend! Oh yes... we have much more innovation where these came from too!

There are many more titles and subjects available to you. In consultation with you, they are created exclusively for you. Bill has had a very substantial range of innovative experiences to call upon, to make your 2002 different...if you have the courage. Hullo...

*Bill offers these presentation model options for your consideration...*

- |                                              |                                     |
|----------------------------------------------|-------------------------------------|
| 01 Interactive Breakfast or Luncheon Keynote | π 30-45 minutes[or longer]          |
| 02 Interactive After Dinner Keynote          | π 30-45 minutes[or longer]          |
| 03 Interactive conference Keynote            | π at least 45-60 minutes[or longer] |
| 04 Interactive Half Day Seminar              | π 4 hours at least                  |
| 05 Interactive Full Day Seminar              | π 9 hours at least                  |
| 06 Interactive Two Day Seminar               | π18 hours at least                  |

Bill has created three powerful, maverick courses. Ask about them.

**THE RETREAT®** ☛ **XpSELL®** ☛ **ONE-WITH-1®**

Finally, your mother would be very disappointed in you, if you didn't ask the amount of investment required to access all this powerful alternative. After all, you were told lots of times, weren't you, that "money was very definitely never discovered, flourishing abundantly on the local shrubbery!"

One of life's key restraints, is our *cost-over-value* fixation. Very few folks have broken through this limitation to become *value-over-cost* people. Most of the world's achievers and people of wealth, have long ago made this adjustment! If you are a cost-over-value thinker, everything is expensive. If you have converted into a value-over-cost strategist, anything is possible! Don't let cost limit your future!

So, let's get serious! Let's talk *mutual triumph!*

Now would be good.

Cheers. **Bill**

Don't procrastinate! You have plenty of competitors in your marketplace... but hardly any **mavericks** to give you, that '*sustainable edge of advantage*'!

call +64-9-27-37-057 fax +64-9-27-37-417 write P.O. Box 38-581 Auckland  
New Zealand e-thingie [duitdammit@xtra.co.nz](mailto:duitdammit@xtra.co.nz) Cheers.