

Speaking Topics and Synopsis

From Transactions to Transformations – transforming your advice business.

45–60 min key note session

This presentation is about the new breed of adviser in the advice based world. We will talk through specific strategies and ideas that will inspire you to think differently about your business and the value you offer to your clients.

The content in this presentation is unique and much of it a new way of thinking about the current industry challenges and the sale of commodities. It will challenge the way you think about your current business model and help you to expand your thinking around your current service offer and how you may look to build a unique process around your already existing knowledge and wisdom.

Vicki will motivate and inspire advisers to think differently about their business and the proposition they offer their clients whilst giving them practical strategies & ideas to increase the profitability of their business.

Tell Your Life Where To Go – strategies, tools and concepts to assist you in creating a conscious, deliberate and achievable plan for the life you want to live.

45–60 min keynote session

Why do human beings only ever achieve up to 10% of their potential? A lack of knowledge? Don't know how? Fear? What about our limiting beliefs? All of these things are true, however where is the instruction manual that tells us how to get the most out of ourselves?

This presentation is the introduction to the instruction manual that most of us were never given when it comes to achieving our full potential.

You will gain very valuable insights into the way your brain works and why you do what you do. You will learn the intricacies of human thought and behaviour and be given a set of strategies that will help you achieve any goal in life. You will gain an understanding of why we make the choices that we do and how our behaviours have become conditioned over time.

You will gain insights into what is driving your behaviour and the internal dialogue that can sabotage our goals. You will be given a set of strategies and a framework that will help you re-frame and transform any set-backs or road blocks that may be preventing you from being who you are truly capable of being.

This presentation will transform the way you think and give you practical strategies for unlocking the potential for change.

From Good to Great – Behavioural change strategies to achieve your potential

60–90 min key note session

What if you could...

Understand what someone really meant when they spoke to you?

Even better – what if you could predict their behaviour based on what they said?

Better still – what if you could influence their behaviour based on how you respond?

Discover the fascinating intricacies of human thought and behaviour and how to optimise your own thinking and your impact on the thinking of others.

Learn the secrets of how to communicate more effectively with your clients, your staff and your peers.

This session has the capacity to transform the way that you communicate.

From Great to Exceptional – Leading from the inside out.

45–60 min key note session

As a leader in the 21st Century, we need to be armed with a set of strategies that help bring out the best in ourselves as well as our team. This presentation is the instruction manual that most of us were never given when it comes to achieving our full potential and the potential of our teams.

What if you could really understand what someone meant when they spoke to you? Even better, what if you could predict their behaviour based on what they said? Better still, what if you could influence their behaviour based on how you respond?

You will gain very valuable insights into the way your brain works and why you do what you do. You will learn the intricacies of human thought and behaviour and be given a set of strategies that will help you achieve any goal in life. You will gain an understanding of why we make the choices that we do and how our behaviours have become conditioned over time.

This presentation will transform the way that you think and how you communicate. It will provide you with a set of practical strategies for unlocking the potential for change and achieving extraordinary results in life and in business.

Referrals - Ideas from million dollar producers (for financial service professionals)

60 min key note session

Come and hear an array of sales ideas, business building strategies & concepts that can be adapted and applied immediately to your day to day sales.

One of Australia's leading financial services identities, Vicki Writer will share her wisdom, knowledge & insights with you and give you powerful and proven techniques to generate significantly more sales, build stronger client relationships and further capitalize on your relationships with centres of influence. This session has the capacity to transform your business.

Vicki was selected from thousands around the world to deliver this presentation at the prestigious Million Dollar Round Table Annual Meeting in Anaheim California USA in 2012. The room was filled to capacity and over 1400 of the world's best financial services professionals voted it one of the best sessions of the meeting.

This presentation has also been delivered numerous times, across all Capital Cities in Australia and 98% of attendees have rated it as one of the best sessions ever to be delivered. The presentation has global appeal and is relevant to all levels of industry experience.

“Vicki is a brilliant speaker, to all international audiences as her proven ideas can be used and adapted everywhere.”

Meet Vicki Writer



Vicki Writer is an international speaker, author and coach in the areas of peak performance & sales best practice. Her background includes a 20 year professional career in Financial Services and she is well known for assisting organisations and people in the area of sales and business growth. She is also the founder of The 360° Solution™.

Vicki has dedicated much of her life to learning and has spent many years studying motivation & human behaviour and more recently has become intrigued with the emerging science of positive psychology. She is extremely passionate about the development of human potential and her expertise is highly sought after in this area.

Over the years, Vicki has spent much of her time coaching and mentoring executives, sales professionals and entrepreneurs, is a leading identity in financial services and is considered one of Australia's best referral coaches.

She holds a Diploma of Financial Services (Financial Planning) and is a Certified Master Practitioner and Trainer of Neuro-Linguistic Programming (NLP).

As a speaker, her audiences describe her work as "world class".

"My mission is to engage, inspire
and motivate people..."

Vicki Writer

Testimonials

"We asked Vicki to speak at the ALUCA 2014 Conference as we felt that her industry knowledge and experience, combined with her passion for people and professional development would make her the ideal final speaker. With close to 400 life underwriting and claims professionals in attendance, we knew it was important to have a speaker who could relate to the audience and have them leave the conference feeling engaged and inspired."

"It was a pleasure to give this brief to Vicki. She was committed throughout the process to ensuring a quality product was delivered. She met with us regularly in the lead up to the conference, giving ideas and taking feedback to ensure her presentation hit the mark! Thank you Vicki for working with us – your positive attitude makes you a standout!"

Noelene Palmer

Chief Operations Officer/ Director
Swiss Re Australia
& Conference Organising Committee
ALUCA 2014

"Vicki is outstanding."

"Vicki was fantastic – best session of conference."

"Great presentation from Vicki Writer."

"Absolutely brilliant session by Vicki Writer."

"Vicki delivered a great session."

"The best part about the AFA conference was Vicki Writer."

"Thanks again for this morning Vicki. I thought you were the highlight."

"Great breakfast session this morning – great Value and Vicki's session was fantastic."

"Thanks so much for your excellent presentation – feedback from the attendees has been unanimously excellent for your talk."

"Thanks so much Vicki. Your presentation and its delivery was excellent!"

"Well done Vicki, awesome presentation, I was actually blown away. I took away 10 points to implement."

"You are such an inspiring woman and I enjoy every presentation that you do. Today was inspirational on so many levels."

"Congratulations on a great presentation."