



# Alex Granger

Alex has delivered keynote presentations to thousands of delegates internationally, inspiring ordinary individuals to accomplish their goals and dreams. He is considered to be a think shifter, inspirer, helping businesses and individuals to adopt a new, more meaningful and purposeful vision. Alex is a key resource for conferences, strategic sessions, personal development and business interventions, with his key competency lying in shifting mindset, presenting new insights, and diffusing complexity. He qualified in Executive Leadership (ELDP) from the Gordon's Institute of Business Science with a distinction in Leadership, and has been fortunate to work in executive and senior leadership positions for blue chip companies such as the Bidvest Group, Imperial Group, Standard Bank, Altech Group, G4S Secure Solutions, and Tsogo Sun.

## Keynote Topics

### 1. The Last Maverick

Delegates learn how to disrupt patterns in their own lives, create new normals, boost ambition, make better decisions, develop greater focus, and self improve to become the rare top performers known as the last mavericks.

### 2. The Performance Code

A clearer understanding of purpose in business, the performance code is a 5 step methodology to achieve top performance in your life and your business.

### 3. Fit for Purpose: The Will to Win

Tools and techniques on how to transform people and empower them with tools to become fit for purpose.

### 4. In Pursuit of the Deal

How can you equip yourself to become that sale professional, that sales guru, that deal magnet? How do you deliver value, engage with your customers, influence decision makers, and not only close the deal, but at higher profit margins than most? In this new sales keynote, Alex will show you the "how" of engagement, influence, value, and relevance so that you can improve your selling ability and grow your business.

Key take home value: A new approach on selling strategies in the new economy, tactics that really work, and an improved sales skill set.

### 5. (In) credible Leadership: Leading and Influencing People

Leaders will have a fresh perspective on how to develop credibility and authenticity, and how interpersonal skills can enhance performance and improve business results.

### 6. Get Out of your way

A serious mind shift into positive attentive thinking - the power of self belief - a better understanding of implementing persistence - a mindset that develops the audacity to act. This presentation is unparalleled, powerful, highly energising.

**Warning: Has the ability to change your life fundamentally!**

Educating and inspiring a nation



## Areas of Expertise

- a. Leadership
- b. Motivation
- c. Personal Development
- d. Sales
- e. Master of Ceremony

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