



DAVID THOMAS – A VIEW TO CHINA

With extraordinary economic growth over the last decade, the rise of China is underway. Chinese Influence in business will continue to rise, and the next decade will be pivotal to Australian organisations seeking new opportunities for growth. China represents a unique opportunity to the rest of the world driving wealth and prosperity across the globe. Of all of the disruptive trends defining the future of business, the Chinese economy is one that simply cannot be Ignored. How will you and your organisation embrace a view to China?

David Thomas has carved out a reputation as a global thought leader, Influencer and game changer who inspires business leaders, entrepreneurs and investors all over the world to consider the business opportunity that is China. David recalls his first trip to Hong Kong at only 18 years of age when he visited the border and took in his first view of a country that would define his life's work. Little did he know at that time that China would become one the world's economic superpowers.

David's extensive career has led him to work and live in London, Asia and Sydney. He managed his own financial services company in Hong Kong, and as result gained Insights into the rapidly changing markets within the Asia Pacific Region. Along with Asia David also has a keen Interest In the economy of Latin America and Eastern Europe driven by a passion to decode the Influence of the four "BRIC countries" (Brazil, Russia, India and China).

During this period David was also the Chairman of the Australasian Financial Forum that provided him with a unique opportunity to stay ahead of the trends that were redefining business between China and Australia. This experience further solidified David's credibility and mastery as an expert on China for business leaders, entrepreneurs and Investors looking pioneer in a new and abundant marketplace.

Today, David is the CEO and Founder of Think Global Consulting. Think Global facilitates business and Investment partnerships between Asia and Australia. In essence, David is a bridge builder providing a solid foundation for the west to do business with China in Australia, China and all over the world.

As a speaker and thought leader David is a charismatic and warm presenter with a unique ability to demystify a country that has long been hidden behind the Iron gates. He is bold in questioning the myths that many people in the west have about embracing a view to China, and at the same time empowers audiences with clear take aways enabling them to successfully see this opportunity for what it is.

This is undoubtedly a time where opportunity awaits for those brave enough to question belief systems, to activate cross-cultural communication and to lead in an economy that will be under the Influence of an unstoppable Chinese market. All you need to do is take a new view to China.

SPEAKING TOPICS

A VIEW TO CHINA

We have now entered a time that is already redefined by the uprising of China, not only in China but also in the western world. With Industrialisation and the rise of the Middle Class in China never before have the people of China been seeking Investment opportunities Internationally. The problem is that many people in the west are missing this opportunity due a lack of cultural IQ. If business leaders can embrace a view to China, then they will also be embracing an opportunity for business expansion today and in the future.

In this presentation, David Thomas presents trends and data pointing towards a new economy that will be molded by Chinese Investment. Cross Cultural barriers, traditional viewpoints with regards to globalisation and fear of the unknown is preventing business leaders from surfing a new and disruptive wave in International business. David Thomas dispels these common myths and presents the case that taking a view to China will determine the wealth of your business today and in years to come.

The audience will walk away from this presentation with a fresh perspective on China from a cultural and business point of view. He gives audiences the tools to dispel myths about China that may be inhibiting them from taking action. He also provides clear steps and take aways for any organisation looking to raise their cultural IQ and seize and undeniable opportunity to gain access to a new world market.

Key Outcomes

- ❖ Future Trends
- ❖ Leadership
- ❖ Business Innovation
- ❖ Cross Cultural Communication
- ❖ Next Economy

LEADING WITH A VIEW TO CHINA

In the next economy taking a view to China will be non negotiable for any leader looking to disrupt, Innovate and grow market share. The reality is that China's economic growth has just begun, and will only gain momentum in the future. The questions for leaders in the west will be whether they choose to react to the Influence of China, or instead choose to create a leadership strategy that harnesses this Influence as a growth opportunity.

In this presentation, David Thomas presents on some of the common challenges faced by leaders looking to embrace and activate a view to China. Creating a culture responsive to the Chinese market starts at the top. Having the ability to audit belief systems, In addition to developing China centric organisational cultures will be imperative to your success. will you choose to be a leader who supports and elevates Chinese staff and clients, or are you blind in your view to China?

Leaders will walk away from this presentation with a tool kit empowering them to audit their own leadership ability with regards to navigating a new economy redefined by the influence of China. A leader's responsibility is to culture, communication, and strategy that amplifies business growth, and taking a view to China should be at the heart of any forward thinking leadership strategy.

Key Outcomes

- ❖ Leadership
- ❖ Leadership Innovation
- ❖ Communication
- ❖ Culture

A VIEW TO CHINA - CULTURAL INTELLIGENCE

In the same way, IQ and EQ and key Indicators of performance and productivity CQ or Cultural Intelligence is a measure of an organisations ability to play and succeed in a globalised market. In the modern world, IQ is high, and EQ is on the rise, however, CQ has been left behind with many people in the west afraid to embrace a view to China. When was the last time you asked for feedback from a Chinese colleague about how your business is reaching the Chinese market? In this presentation, David Thomas presents on the significance of building organisational cultural Intelligence with a view to China. China is everywhere and the businesses that can elevate and amplify Chinese staff in order to understand Chinese clients will be an on a runway to success in a next economy. Fundamentally 'CQ' is the art of understanding key differences in culture in order to build a bridge and develop cohesive working relationships that break down barriers of belief systems, culture, or language.

Audiences will walk away from this presentation with Insights and tools that will enable them to build organisational cultures that elevate and amplify the Chinese presence in organisations, in order to adapt and meet the needs of the emerging Chinese market.

Key Outcomes

- ❖ Culture
- ❖ Communication
- ❖ Leadership

A VIEW TO 'BRIC' NATIONS

China is at the heart of the next global economy yet there are a group of nations who, along with China, are positioning themselves for global domination. The 'BRIC' Nations include Brazil, Russia, India and China. These vast and growing nations collectively have ownership of an abundance of land, people and capital. All key economic inputs to drive prosperity today and into the future. How will you as a business leader, entrepreneur or investor respond to this unique opportunity to engage with a global market that has already taken flight?

In this powerful and thought-provoking presentation David Thomas presents unique insights, data and perspectives showcasing the emergence of the BRIC Nations as the main drivers of urbanisation, consumption, innovation, aspiration and globalisation. He will also identify key opportunities for organisations looking to break through local markets to establish new global business networks and markets.

Audiences will walk away from this presentation with a view to the unique business opportunities found within the BRIC Nations. David will empower them with the tools and strategies to lead, influence and drive global business opportunities that are timely, relevant and ripe for entry into new markets.

Key Outcomes:

- ❖ Future Trends
- ❖ Leadership
- ❖ Business Innovation
- ❖ Next Economies
- ❖ Globalisation

WHAT CLIENT'S SAY ABOUT DAVID...

"David delivered a great speech at the Business of Real Estate conference this year on developing positive business relationships with Chinese, by understanding culture - insightful & interesting useThaDavid."

-Bindi Norwell, CEO, The Real Estate Institute of New Zealand

"David spoke at our Directors Conference in Hong Kong in June this year. The presentation was absolutely amazing. His ability to provide us with a very entertaining mix of history, economics, social development and future trends was exceptional. He also provided a great mix of content very relevant to our industry as well as general content that was both fascinating and educational for any business person."

- Nick Dowling, CEO, Jellis Craig

"David was the highlight of our recent real estate event for business owners. He provided loads of practical tips on how to embrace the opportunities in China. His talk was highly relevant , entertaining (lots of brilliant English humour) and everyone walked away with ideas they can use immediately in their business to make the most of the Chinese market."

- Leanne Howard, Head of Growth & Client Engagement, Real Estate Results

“Having recently travelled the breadth of the country to listen to leading edge speakers in regards to real estate, I found your presentation extremely refreshing and addressed in very straightforward and easy to understand and implement, format. Your presentation was very pertinent and inspiring with regards to many areas of our business and how we present ourselves to the Chinese market. “

- Mark Hay, Owner, Mark Hay Realty

“David recently presented at a client function on China's 12th Five Year Plan. His presentation was engaging and delivered in a relaxed manner and was well received by our clients. His insights into the China economy and future plans were enlightening even to our China delegates.”

- Mary Oxley, Regional Sector Head Consumer & Retail, DHL Global Forwarding

“David Thomas recently spoke at one of our conferences and we had some great feedback from our participants. His presentation was described as cutting edge, insightful, highly researched and thought-provoking. So if you are looking for a speaker with ideas about the best way to take a business or any idea global, then David is someone that you definitely need to get to know and work with”.

- Dale Beaumont, Founder & CEO, Business Blueprint

“We had David presenting at our National Conference this year and he really knows his stuff. Feedback from his session was excellent and there's little doubt that he's the master of this topic. We look forward to hearing more from David”

- Robert Gerrish, Founder & Director, Flying Solo

“I just wanted to pass on my sincere thanks for your excellent presentation to our senior bankers and customers on China and India. The feedback from the session has been overwhelmingly positive. The energy and clear insight that you brought to the Masterclass was a real strength. I look forward to continuing to work together on future events.”

- Rachel Slade, Former Head of International Products, Westpac Banking Corp

“When building a bespoke forum and study tour experience out of Hong Kong for our Practice Principals, it was clear we needed to engage a China expert. Someone with a deep understanding of the challenges and opportunities of the region and who would be able to translate these into learnings relevant to the Australian advice professional and business owner. All roads led us to David and from the outset his knowledge and willingness to open doors for us proved invaluable. We also had David address our group as a keynote speaker which rated as one of the standout sessions of the program. We were thrilled with David's contribution to the success of the Magnitude Principals Forum and hope to work with him again in the future.”

- Jessica Brady, National Manager, Licensee and Offer Development at BT Group Licensees

“Thank you again for your well researched and informative presentation at the ATEC Meeting Place conference last week. Your presentation on the BRIC economies and with a twist on the tourism opportunities was well received by our members, and I had much positive comment at the event and over email in the last few days on the quality of your presentation.”

- Gary O'Riordan, Deputy CEO, Australian Tourism Export Council (ATEC)

