

How To Overcome Adversity and Rejection... Get 'ON Purpose' and get moving!

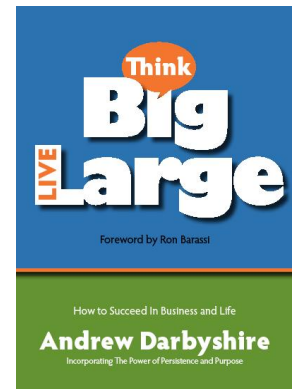
Join Andrew on an entertaining and moving account of **3 critical lessons** he has learnt from over 25 years in business, in the trenches, that could potentially make your company millions of dollars.

The lessons he gained through building a business from nothing into a successful multinational software company that he sold for \$7.5m in 2000, buying it back 4 years later for \$200,000 and rebuilding it to be the leader in its class throughout the world.



Andrew's 3D's To Success® model of:

- Delighted Customers
- Dedicated Team
- Devoted Community



Engage with Andrew and you will discover that:

- o **When you know the WHY the HOW follows naturally!**
- o **People buy your PURPOSE not features and benefits!**
- o **When you are ON PURPOSE™ failure isn't an option!**

Andrew Darbyshire AM is a successful Melbourne-born international businessman, author and philanthropist, with an incredibly inspiring story to share. He founded his software business, PacSoft, in the mid-80's and now has staff and offices in Australia, New Zealand and the USA. His path to success wasn't easy and he has experienced significant loss along the way. The lessons he learnt on his journey, that he shares with you, have allowed him to free himself of his business on a day-to-day basis, to concentrate on his philanthropic interests.

Andrew was made a member of the Order Of Australia in the 2012 Australia Day Honours for service to the community as a supporter of research into child-related brain conditions, through contributions to special needs children and their families, and to the arts.

A good mix of humour and emotion makes Andrew's keynote suitable for your next conference, after dinner entertainment, sporting club functions and business meetings in general.

Andrew's appointments include:

Past board member of the Song Room | Board member of Florey Neurosciences Foundation Council | Past Board member Zoos Victoria Foundation | Board member of Petstock Foundation | Chairman of The Click Foundation – finding a cure for epilepsy | Past Chairman of CAPRA (Child Abuse Prevention Research @ Monash) | Member SecondBite Fundraising Committee | Chairman and Founder of Caitlin's Retreat | Fellow of the Australian Institute of Company Directors | Chairman of Rees Partners

"Outstanding – congratulations and great response."

Mark O'Leary, Financial Planner
Attendee AMP Financial Planners Conference 2009

"Many thanks again for being with us and sharing so much of your passion for service and CSR, not to mention your considerable capacity for joke-telling! You are something else, and now I can't imagine our international affiliate gathering without you"

Hands on Network

"Your very personal contribution was highly valued, and I, for one, was quite moved by what you had to say. Your description of the potential for change in the attitudes of staff too, was welcome and pointed out exactly the type of synergy that we are hoping to achieve"

Ballarat Cares

"Thank you for your presentation at last week's workshop. As I am sure you will be aware, our participants were totally engaged, both with the feeling you brought to it, and with the activities you described."

Dr Michael Liffman - Director
Asia-Pacific Centre for Philanthropy and Social Investment - Swinburne University

"I heard your excellent talk about success and focus in adversity and how you make your business work for you and your family. You have been able to successfully structure much of your time as well as financial resources into areas of health development and support issues. I was extremely touched by your story of strength."

Sharon Paul

"Thank you for your involvement in the success of the recent conference. Your presentation to the conference definitely furthered the objective by analysing the strategic and practical realities of sustainability with your organisation. There has been very positive feedback from the student and faculty body."

Melbourne Business School

"On behalf of Linfox, I would like to thank you for speaking at our Senior Leadership Conference in May. While at times very emotional, your story highlighted the need for persistence and courage which is a timely message for our people in senior leadership roles. Without these qualities the path to achieving our goals can become long and treacherous."

David Arkell
President Human Resources Linfox

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