

## Karl Hartey

Karl Hartey is a financial adviser, earning in excess of £500,000 of commission income for the last 7 years, an international speaker speaking in North America, Europe and Asia, a coach with classes both in the UK and Singapore, an author who regularly contributes to industry articles, a dedicated husband and father of two.

Let your organisation benefit, and be entertained, inspired and educated by 100mph talks laced with humour, anecdotes and stories, with Karl's expertise in sales, leadership and motivations will get your organisation to be level 10 players both at work and play.

## Key Notes

### The Winning Edge

The 8 key strategies of a highly effective sales performer

### MILKING COWS TO THE TOP OF THE TABLE

An inspiring true personal story from rags to riches.

### MOUNTAINS, VALLEYS AND MISSILES

How to be a level 10 player both at work and at home, how to be a champion in a heart beat.

### THE 3 PARADIGM SHIFTS

A look at the future of personal financial planning.

## Workshops

### The 8 Key Strategies

1. By constructing a powerful three-year vision of exactly where you are heading, both personally and professionally
2. Get back in control of your life by showing you how to plan the time to plan
3. Develop a steady flow of clients using low-cost marketing techniques
4. Training you to lead a championship support team
5. Create world-class customer service by delivering a 'wow' practice
6. Ensure high levels of financial planning acceptance by refining your ethical selling skills
7. Remove stress by teaching you how to control your finances and charge retainers
8. Improve your quality of life by maintaining balance between work, rest and play

**Breaking into the corporate market - top prospecting ideas that work.**

## Karl is available for:

- Keynote speeches
- Seminar presentation
- Full day and half day workshops
- Business consultant
- Coaching - both personal and as a group





FOCUSING ON THE FUTURE

**DREAMTEAM<sup>LTD</sup>**  
COACHING

Dear Karl...

"Thank you for the significant contribution you made to the success of the 1999 MDRT annual meeting. The response that I received at the meeting and subsequent to it was nothing short of fantastic. I hope that you will continue to be available should MDRT ever need your services again. Again, I like to thank you all for your help. "

*Stephen N. Mathieu, Manchester, New Hampshire, USA.  
MDRT Member*

Dear Karl...

"My copy of the 1998 MDRT proceedings arrived this morning and the very first thing I did was to turn to page 175 and read your presentation . I consider it a privilege to know you and to have been a very small part of your story."

*Chris Barrow - Wilmslow, UK. MDRT Member  
International Coach and Speaker.*

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## Talks given include:

- Million dollar round table MDRT
- Prudential Singapore
- GAMA
- LUA (Singapore)
- LIA (England)
- Sunlife (Canada)
- Scottish Amicable
- Top of the Table
- AIA Insurance Company

## How to book Karl Hartey

Karl Hartey - International Speaker  
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