

## Toby Travanner

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### *Corporate Trainer, MC, Facilitator and Speaker*

Toby Travanner is a professional consultant, corporate trainer, keynote presenter and master of ceremonies. His primary area of expertise is coaching individuals and teams to realise their goals, especially in the areas of sales and marketing.

An entertaining and challenging facilitator, Tony has a reputation for high-energy, high-contact presentations. He consistently achieves 'excellent' ratings from the participants of his sessions, with most of his clients rating him as the best presenter they have ever worked with.

With 30 years experience as an MC and facilitator, Toby is an expert in a number of industries and well-versed in most of the rest, he's more than just intros and housekeeping. He will capture and motivate audiences by ensuring that the key messages from each session are highlighted and linked with each other and with the theme of the conference, and that conference strategies and desired outcomes are consistently reinforced.

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Toby's expert handling of a multitude of international celebrities, sports stars and politicians makes him the number one choice to introduce and interview VIP guests. In recent years, Toby has interviewed Sir Richard Branson, Sir Peter Cosgrove, Rudy Giuliani, Tony Abbott, Nick Green, Julia Gillard, Condoleezza Rice, Andrew Demetriou, John Howard, Mark Bouris, Nicole Livingstone, Matthew Pavlich and Brooke Hanson, just to name a few.





One of the main ways Toby prepares in his role as MC for a conference is in the many hours of research he does on the industry, the organisation and any products. He'll have enough knowledge to make supportive comments or to challenge them in a panel discussion or interview. It's about knowing the industry or product or company without passing himself off as an industry expert.

Toby goes the extra mile to give that little bit extra, whether it be creating a slideshow of conference photos, helping out with presentations or coaching nervous presenters. He has been described as "a link presenter" as he often adds content value in addition to the seamless management of the conference program. This also includes bringing his own in-ear audio so that he can communicate with the sound engineer and stage manager to ensure timekeeping and communication is always spot on. Toby has provided keynote presentations and worked as an MC for businesses in ICT, medical research, retail, telecommunications (including the NBN), cloud Computing.

***Toby speaks about:***

Assertiveness, business leadership, communication skills, consulting skills, customer service, facilitation skills, leadership skills, motivation, negotiation skills, networking, objection handling, personality type session, presentation skills, sales skills, questioning techniques, time management, team building, telephone and service skills.

## Client Testimonials

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Toby is personable, down to earth and knowledgeable, therefore a pleasure to work with. Toby's delivery techniques were excellent. He got to know his audience very quickly and tailored his delivery to suit us. He was flexible and happy to bend with the breeze when asked to add/delete items to/from the agenda. I would most definitely recommend Toby to other organizations, in fact we would be delighted to use his services again in the future.

***Seven Network Australia***



I met Toby at a DHL executive program and was so impressed with his work that I asked him to come to Singapore to develop a one-one presentation skills course for myself and my direct reports. I thought he did a fantastic job. The material he presented was very poignant and delivered in a very upbeat and accessible manner. He has a great ability to relay realistic and useful strategies that have made a noticeable impact upon my executive members and myself.

***DHL Express, Asia Pacific***



Welcome Dinner MC, Conference MC and Facilitator, Team Building Guru and at times English teacher! Toby knew that his research was vital, communicating with seven groups where English was the second language, should have been a challenge but no. Toby created visuals, signs and interpreters where possible. They were fascinated and requested he be included in their offsite dinners.....Toby has an astounding level of energy that is hard to keep up with and even harder to fault.. The highlight of all the events was when Toby took to the floor and waltzed with the Asian President who had not danced in front of her peers before....Being the professional that Toby timing is everything. When keynote speakers were on stage he was ensuring that the next presenter was in the wings and that the audio visual technician was fully prepared for each speakers requirements.

***Solution Red (Audio-Visual, Event production)***

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In my experience Toby takes a holistic approach to working with his clients. He is a key asset in planning and production of events, from conceptualisation to delivery. Notwithstanding his talents as an MC/facilitator, Toby is also a contributor to all facets of event management, AV or other. His support in this manner is tremendously beneficial, particularly during the odd dire event management situation. As an industry observer, as well as his ability to 'capture the audience', Toby is regarded as a clear reason we have been able to have so many successful events.

***Telstra***



Some two weeks later I am hearing comments like ' I'm telling everybody I meet about this great course I've just done.' ....you have given the team ...the confidence to motivate them to pursue the high-return business.

***Cumberland Lorne Resort***

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