

# Mark Tonelli

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## *Real Skills ... Real Results*

Mark Tonelli is an expert at improving individual and team performance. He is a journalist, television presenter, elite coach, salesman, motivator and author.

Mark's many years in media broadcasting, real estate and communications, combined with his larrikin sense of humour, enable him to MC, present a powerful keynote address, an entertaining after-dinner speech, or a short talk guaranteed to be the highlight of your conference, dinner or evening.

With his refreshing 'now' approach is in great demand as a guest speaker, expressing his motivation and selling concepts to reach your personal 'Gold'.

During his presentations Mark shows people how to change their outcomes in business. He turns people and teams around. His tips help his audiences perform better and have more fun along the way.

## **More about Mark Tonelli:**

Amongst Mark Tonelli's sporting achievements, he is Australia's most versatile all-rounder having won multiple-gold at Australian and International Championships in freestyle butterfly and backstroke. He was Captain of the Australian Swimming Team and honoured as Captain of the Australian Team of the Year, a fitting reward for his leadership before and during the Moscow Olympics where he won his most distinguished Gold Medal as the 'flyer' on the 4 by 100 medley relay at Moscow.

Following the 1980 Olympics, Mark was invited onto the Australian Sports Commission by Prime Minister Bob Hawke as an Inaugural Commissioner and served on the elite athletes standing committee, strategic planning and taxation committees.

Mark's intimate knowledge of sport and his honours degree in broadcast and film communications led him into broadcasting. He was a commentator for the swimming, kayaking and diving events at the Olympics in Los Angeles and again in Seoul, as well as the ABC, Radio 2UE, and the TEN network covering Australian, Commonwealth and World championships for the past two decades including Sydney and Athens.



In business, Mark's credentials are impeccable. As a real estate agent Mark has sold over \$100 million worth of residential properties. He is in demand on the speaking circuit and hosts a weekly national television show about Australian Real Estate.

Importantly, Mark Tonelli knows how tenths of a second can change a lifetime and insists the difference between sport and business is attitude and he has plenty of it to share with his audiences.

He cleverly uses the international sports arena as a platform for very real lessons about succeeding in today's tough business world, whether his presentation is for executives, managers, sales staff or anybody who needs to perform better in a team environment.

### **Mark Tonelli talks about:**

Mark Tonelli demonstrates that skills are transferrable. Olympic Gold medals and business successes follow the same basic philosophies. Business "athletes" are better equipped and conditioned to compete in today's market. Who better to book for your next function than a man who has succeeded at both!

- Developing Olympic determination
- Understanding how successful teams and individuals 'flow'
- Dealing with stress and managing emotion.
- How to stay self motivated
- Using mental rehearsal - the Olympic version

### **Client testimonials**

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“ Delegates were awed by the way Mark distilled some of Australia's greatest sporting moments into positive business objectives. If there was a dais for conference presenters Mark would be on the top step.

- **Australasian Convenience & Petroleum Marketers Association**

“ You inspired the crowd Mark, & the fact that you strove to be involved to the maximum for this community event was noted by all involved. The reality is that you pushed the envelope of our expectations of the Ambassador, you will be a hard act to follow.. We had a particularly glowing e-mail from the Mayor Paul Green.

- **Wyong Shire Councillors**

“ In an ever changing financial landscape it's essential to continue to uplift and motivate all franchisees. Mark's motivational speech and charismatic approach to life, caused a standing ovation at the end of his speech. Which then lead our organisation to use Mark again at



various other State Conferences around the country. A must see!

- *Mortgage Choice*

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