

# John McGrath

## ***Founder and Executive Director, McGrath Limited***

John McGrath is recognised as one of the most influential figures in the Australian property industry. Indeed, in many states of Australia his is a household name.

John created his success in real estate as the founder and executive director of McGrath Limited, one of the country's most successful residential real estate groups. He has published several books and has become a spokesperson for the industry both in Australia and internationally.

John McGrath is a high-powered keynote speaker who draws on his experience as a business leader in the property sector to impart valuable strategies for peak performance and maximising success.



### ***More About John McGrath:***

As Founder and Executive Director of McGrath Limited, John McGrath took McGrath Estate Agents from a lounge room start-up in 1988 to one of Australia's most successful residential real estate groups, listing McGrath Limited on the Australian Stock Exchange in November 2015.

An integrated real estate services business, McGrath today is one of the fastest growing real estate companies in Australia with over 100 offices and an established market presence in NSW, the ACT, Queensland, and Victoria.

John was the Chairman of Australia's most popular real estate Internet site, realestate.com.au from 2003-2007. In his four years as Chairman, he presided over its transformation from a single residential website in Australia to one that operates 15 residential and commercial real estate websites in eight countries.

In October 2008, John was honoured by the Real Estate Institute of NSW with the Woodrow Weight OBE Award, a lifetime achievement award for his outstanding contribution to the real estate industry.

John has five books that have reached bestseller status including *You Don't Have To Be Born Brilliant* and *You Inc.* In *The Ultimate Guide to Real Estate*, John shares his invaluable knowledge



on the Australian property market.

John is a Director of REA Group and the South Sydney Rabbitohs, rugby league being one of his great passions.

### **John McGrath talks about:**

John speaks with a blend of energy and dynamism, tailoring presentations to your business needs, its culture, performance and ambitions. His presentations can cover topics that include:

- Positive Mental Attitude - the difference between winning and taking part
- Turbo Boosting Sales - building a dynamic sales process for fast-track advancement
- Taking the lead - the relationship between strong leadership and peak performance
- The Internet & Technology - the Hottest Sales Tools this Century
- Making the Transition from Good to Great
- Creating a Personal Blueprint for Success
- Focus on Teamwork and Team-building

### **Client testimonials**

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“ Welcome Catherine Dickie (Logout) Site Manager Edit Add Home Speakers Entertainers MCs About Us Contact Us Standard Page Banner John McGrath Advanced search Catalogue: 01300 556 421 Search by Name / Keyword Topics Advanced search Testimonials Download pdf Add to My Catalogue Related Speakers John Anderson Paul Cave Melissa Clark-Reynolds Ken Done Jeremy Meltzer Founder and Executive Director, McGrath Limited John McGrath is recognised as one of the most influential figures in the Australian property industry. Indeed, in many states of Australia his is a household name. John created his success in real estate as the founder and executive director of McGrath Limited, one of the country's most successful residential real estate groups. He has published several books and has become a spokesperson for the industry both in Australia and internationally. John McGrath is a high-powered keynote speaker who draws on his experience as a business leader in the property sector to impart valuable strategies for peak performance and maximising success. More About John McGrath: As Founder and Executive Director of McGrath Limited, John McGrath took McGrath Estate Agents from a lounge room start-up in 1988 to one of Australia's most successful residential real estate groups, listing McGrath Limited on the Australian Stock Exchange in November 2015. An integrated real estate services business, McGrath today is one of the fastest growing real estate companies in Australia with over 100 offices and an established market presence in NSW, the ACT, Queensland, and Victoria. John was the Chairman of Australia's most popular real estate Internet site, realestate.com.au from 2003-2007. In his four years as Chairman, he presided over its transformation from a single residential website in Australia to one that operates 15 residential and commercial real estate websites in eight countries. In October 2008, John was honoured by the Real Estate Institute of NSW with the Woodrow Weight OBE Award, a lifetime achievement award for his outstanding contribution to the real estate industry. John has five books that have reached



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***- Leagues Clubs Australia***

“ Presented sessions with lots of laughter and interest.

***- Aristocrat Technologies***

“ Your delivery and content was absolutely brilliant and appealed to my entire team. I was truly amazed by their reaction and the receptiveness to your concepts.

***- Phillip Webb Pty Ltd***

“ You provided us with some much sought-after motivation and sound practical advice for both life and business in the new millennium.

***- Seiko***

“ John was excellent - an extremely motivating message of how he achieved his success.

***- American Express***

“ John was a total professional. Response from the audience was without exception - excellent!

***- Institute of Personnel Consultants***

“ Totally and utterly inspiring - he significantly added to the value of our conference.



- *Hoo marketing*

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