

# Warwick Merry

The Get More Guy

International Inspirational Speaker  
Event MC and Host  
Trade Show Guru

Clients have said:

Has truly got to be one of the  
best MCs in the business!

Thoroughly prepared, connects  
with his audience, and provides  
positive and informative  
material that leaves an impact.  
His genuine enthusiasm for life  
is evident.

Entertaining, funny and inspiring and  
ensured the success of our event.

Part Robin Williams, part Jim  
Carrey and part Anthony  
Robbins





## Invitation

“The only constant is change”

It seems that there has never been a time when that idea has been so relevant. Well known and well respected brands are disappearing overnight, internet millionaires seem to be popping up all over the place, new ways of communicating, shopping, working and living are appearing all the time. What used to be “good” is now bad, what was “bad” is a nightmare, and we are discovering a new way of doing things.

So where does that leave you and your organisation?  
How can you get an edge on your competition?  
How can you ignite a fire under your team and yourself?  
How can you get the best from everyone without burning them out?

This is where Warwick and his team come in.

Their mission is to help you **Get More**. They are a catalyst for positive individual change. They work with organizations and individuals to ignite their passion to **Get More**.

They focus this on two distinct areas:

- Get More Results from your Organisation
- Get More from your Trade Show

They achieve this with their clients in the following way:

- Individual Coaching and Mentoring
- Group Training
- Inspirational Presentations and Learning Events
- Online products and Webinars
- Physical products, CDs, DVD’s and manuals

They invite you to consider how you could use them to **Get More** from your people and yourself to stay ahead of the pack. The successful businesses of the future will be the ones who can respect their history and are flexible enough to change constantly to meet the needs of the present as well as the future. Technology will be a part of that, but more important will be your people.

They would love to create something with you to achieve this, something that has real Return on Investment and makes a difference to you and your organization.

Are you willing to do what it takes to **Get More**?

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## The Get More Guy

No doubt your first question is “Who is Warwick Merry?” It is a fair question. So here is a little bit about him and some of the things that he has done to give a better perspective.

He is from a small Victorian country town and has lived in many different parts of Australia as well as 12 months in Dallas, Texas. He holds a Bachelor of Applied Science (Computing) and a Bachelor of Business (Accounting) but that doesn't stop him from being an energetic and entertaining presenter and facilitator. What it does do is give a firm grounding in the basics of business as well as being very comfortable with technology.

For nine years he worked at EDS (now part of HP) in several different roles, starting as a Programmer/Analyst and ending as the Customer Service Evangelist for Australia/New Zealand. He then moved on to the Account Manager role at Oracle where he was responsible for Telstra's \$5 million contract. He had to keep Telstra happy and it wasn't easy! He left Oracle to start his own speaking and coaching business over 13 years ago and has been evolving that business since then.

The year in Dallas was working at the permanent Trade Show as an Ambassador for EDS. This gave Warwick a massive exposure to the world of Trade Shows, including what works and what doesn't. With his previous business partner, he also worked at Trade Shows in Spain, Italy, USA, Norway, Brisbane, Gold Coast, Sydney, Adelaide and Melbourne.

But life is not all business! To do what Warwick does, he needs a certain creative flair. Over the years this has come out in many different ways. These include:

- Being a backing singer for [Josh Groban](#) during his 2007 Awake tour
- Hosting a Friday morning “Waz B4 Work” breakfast radio show
- Numerous amateur theatre performances (musical, comedy and drama)
- Several [TV commercials](#)
- MC for most of his friends weddings and significant birthdays
- Stand up Comedy performances
- Recording a CD with vocal group [Mood Swing](#)
- Motor Cycle touring

Warwick's corporate experience, small to medium business experience, formal education, hectic social life and passion to **Get More** out of life put him in an excellent position to share with individuals and groups ideas and experiences for them to **Get More**.

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## Master of Ceremonies

The Master of Ceremonies (MC) role is one of the most important for any event. While the MC won't make your event the best in the world (that's the job of your speakers or entertainment), they certainly can make it one of the worst if they don't get it right.

At the end of the day, the MC needs to be invisible. They highlight the speakers, the organisers and the audience while guiding all of these components through the event. Engaging your audience and leading them on our shared journey through the event. All the time reinforcing your messages or adding to the experience you want this event to be.

Things can and will go wrong. Having Warwick as your professional MC not only manages the energy in the room it is also your insurance to minimise the impact of things going wrong, maximise everyone's experience of the event and raise the bar up several notches.

How do you want your event to be remembered?



**IMAGE:** Warwick as MC with Max Walker as the special guest.

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## Keynote Speaker

Let's be honest, you want (if not demand) a return on investment for your speaker. It's their job to engage, entertain, educate and inspire your team. They have to be able to ignite the audience at the start of a conference or pull everything together at the final plenary session and inspire them to take action. This is no small thing.

It needs more than tricky PowerPoint presentations.  
It needs more than just stating or even worse, reading facts and statistics.  
It needs more than just having done it before.

To be effective as a keynote speaker it takes experience, performance skills, authenticity and colourful stories to be able to open a person's mind to possibilities. It has to be done in multiple modalities; that is, visually, aurally and kinaesthetically because everyone receives messages differently.

In creating the best message for your team, Warwick will work with you and your organising crew to create a presentation that conveys the message you want with the best combination of facts, stories and action points to bring about the change you need.

Warwick has been giving Keynote Presentations since 1999. With an eclectic mix of theatre, personal development, radio, stand-up comedy, singing and solid business experience, he can ensure that people are entertained as well as educated. No one falls asleep in his sessions!

Each participant will leave his session inspired, energised and focussed on what they need to do to Get More results. Not just inspired, they will be inspired with a plan. It is action that brings results so each participant has their own action plan as well as some tips, tools and techniques on how they can Get More. Warwick's sessions can be augmented with some of his online services and products to ensure ongoing change.

Do you want a high energy, down to earth, results driven, entertaining presenter? Warwick is the one for you!

To see Warwick in action and find out a bit more about his, visit his TV channel at [www.warwickmerry.tv](http://www.warwickmerry.tv).



## Workshops and Topics

Popular topics include:

### Get More Energy

The current demand on our people is high. We need to get more and more done with less - less time and less resources. How do you maintain a high level of energy in a healthy manner? How can you remain focussed on what needs to be done without caffeine, energy drinks and other short term stimulus?

In this session, find easy steps to build an energy supply in your life. One that is sustainable for the long term. Discover how removing energy drains from your day helps you Get More Results and feel fabulous about who you are and what you are working to achieve.

### The 7 Keys to Business Success

Based on Warwick's research and experience with his mentoring clients and past consulting work, real business success comes from 7 key factors. Discover what these keys are and learn from the mistakes of other businesses. Full of easy to implement ideas, this session will leave you inspired and energised to Get More Business Success for yourself and your business.

### Be a Goal Getter, not just a Goal Setter

Sick of writing lists of goals that rarely come to pass? Want to know one simple thing it takes to **Get** your goals? Then this is the session for you. It is full of straight forward, no nonsense ways to **Get** your Goals and enjoy more success in your personal and professional life.

### Get More from Change

Sometimes we get change thrust upon us, sometimes we willingly alter our habits and ourselves. This session looks at change. What is it? How do we do it? What if we don't like it? How do we deal with it? How will it help me? Wherever you are at with change in your life, both personally and professionally, this session will show you how to easily Get More from Change.

## Other Workshops developed by Warwick

**Your next 100 days** – Get More results by increasing your focus and energy

**Ignite your Inner Quasar** – Be authentic, let yourself shine and you will BE more

**Body Image** – Don't let what you think stop you from achieving what you want

**Get More Time** – Simple ways to structure your workflow and Get More Time

**Get More from VCE** – How to remain focussed and driven on a 2 year project

**Make your Business Recession Proof** – Keeping sales up when times are down

**Keeping Up when the Market is Down** – Attitude and how yours counts

**Strategic Reviews** – two days looking at how to get where you want to go

**Increase Sales from Better Service** – How looking after your guests adds \$ to you

**Service Recovery** – Dealing with complaints and making more loyal customers

**Selling From the Floor** – Engaging your customer to the point of commitment



## Conference Hosting

This concept is more sought after by conference and event organisers. To create a lasting experience for the delegates, the Conference Host is part Cruise Director and part Ship's Captain. As Captain Warwick will MC the conference as well as perform a keynote or "break out session". He ensures all activities are going smoothly and take the ship where it needs to go. Some times this means getting a speaker to finish up if they are going over time, linking corporate messages throughout the event or filling in for 10 minutes if a speaker finishes early.

The Cruise Director role kicks in when we leave the conference room. It is not unusual to commentate the beach cricket, keep people amused while playing golf (usually a look at his score is enough!), host an awards ceremony or facilitate the strategy session to set the organisations direction for the next 12 months. Warwick's experience in TV, theatre and radio all come to the fore in the role as well as the depth of business experience he brings to the table.

While particularly suited to incentive trips and strategic workshop sessions, he is being more frequently asked to perform this role because of the value for money achieved by having the one daily rate for the MC, Speaker, Facilitator and Consultant combined.

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## Trade Show Guru

Having spent 12 months at a permanent Trade Show in the USA, exhibiting and presenting at Trade Shows in Norway, Spain, Italy, Denver, Brisbane, Adelaide, Melbourne, Sydney and the Gold Coast, and consulting to one of the largest and most successful Trade Shows in Australia, Warwick is frequently sought after for assistance.

As Trade Shows are incredibly expensive, you have to do them right the first time. Mistakes are costly and as most are annual events, it can take a long time to recover from your mistake. Warwick deals with a select number of Trade Show clients to get their planning for the event right, get their presence right, get their attraction factor built and ensure their follow up plans work. This is now involving a lot more Web 2.0 strategy as it is becoming a key player in successful Trade Shows.

Trade Shows are speed dating opportunities for you and your customers. If you want your next Trade Show to have a happy ending, Warwick can assist you to make it happen.



## The Get More Mentor Program

This program is something that has grown out of requests from clients. There are a lot of coaches around and there are a lot of informal mentors around, but my clients wanted both. They wanted someone with the depth of experience in the corporate and business world combined with the coaching skill set to help steer them down their own path of success.

To ensure that participants get the maximum value from this, it is limited to 10 people at any one time. This gives Warwick the opportunity to stay focused on them and not fall into a common “cookie cutter” approach.

Clients join this program and focus on one of the following things:

- Business Development
- Professional Development
- Personal Development
- Trade Show Development

### **Business Development**

This is usually sought after by a more senior manager or business owner wanting assistance in growing the business. The focus is invariably on sales and marketing strategies, systemising the business, people management and leadership.

### **Professional Development**

Again this is usually sought after by a more senior manager or business owner wanting to move ahead with their career or with their business. Frequently Warwick and the client address management and leadership techniques and look to build better teams around them.

### **Personal Development**

This is usually sought after by business owners or middle managers looking to identify who they are and what they really want in business and in life. It nearly always includes answering the question “what do you want to be when you grow up.” It is not uncommon to address spiritual issues within this element of the Get More Mentor Program.

### **Trade Show Development**

This is sought after by people who run Trade Shows or have a booth at a Trade Show. The key here is always how to get a better return on investment from a Trade Show and how to attract more interest in the Trade Show or Trade Show booth.

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## Warwick's Experience

### Recent Clients

Warwick has spoken to tens of thousands of people at conferences and training programs. His clients are a mix of small organisations, larger corporate companies, associations, community groups, industry groups, government departments and business networks. Recent clients include:



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## Testimonials

### Entrepreneurs Alliance

As a professional speaker and event promoter I know a key ingredients to a successful event is a great MC. In my 10 years in the speaking business I haven't meet anyone better than Warwick Merry. No matter what challenges occur Warwick is the man you want in control. His professionalism, good humour and energy are simply outstanding. In fact, Warwick has proven so popular with our members and guests we secured him to MC all our events this year. If you want to take your next conference to another level I suggest you start by booking Warwick, your audience will thank you.

**Paul McCarthy CSP, Australia's RockStar Marketer and Co-founder of the Entrepreneurs Alliance**

### Esanda Finance

"I am astounded at your continued high level of energy and enthusiasm for what Esanda is working towards achieving. I am certain that following the work you have done; many of the staff will be far happier and more productive as they perform their job roles. Your efforts and style have ensured that Esanda has received significant value out of this process."

**Peter McMahon, Managing Director**

### Lundbeck Pharmaceuticals

"After your previous work for us, I had high expectations. You not only met those expectations, but exceeded them significantly. The way you were able to take what seemed like a 10 minute casual chat with myself about some of the key issues our company is facing and then thread those issues throughout the day in a way that had everyone nodding in agreement and feeling that you had a complete understanding of what we are going through was fantastic. The day gave us some significant action items to improve the way we manage and coach our teams. Thanks again for an incredibly valuable day."

**Steve Maritz, Managing Director**

### Australian Institute of Office Professionals

The content of your presentation was perfectly aligned with what we wanted to achieve with the conference. The fact that the content was so rich and gave all the attendees definite actions and outcomes was fabulous. Your style of presenting was also remarkable. It was so engaging, I am certain many of the attendees wanted to kidnap you and take you home!! I don't think I have seen such a passionate and energetic presenter before. Our delegates could not help but enjoy themselves. Your down to earth nature meant that not only was your presentation fabulous, but it was also effortless to deal with you. Your flexibility meant that it was far easier to us to plan the structure of the conference and deal with you on the day. I would strongly recommend you to anyone looking for a high content, high energy speaker and I hope to use you again in the not too distant future.

**Tricia Margrie, International Conference Liaison Officer**

### Australian VA Convention

I recently attended the Australian VA Convention in Melbourne (March 12-13, 2010) at which Warwick was MC for day 1. If you are looking for an MC for your next event you can't go past Warwick. He kept the delegates entertained, on-task and motivated. He performed his MC duties with humour and was a big favourite!

In addition, when a presenter didn't turn up due to a timing misunderstanding, Warwick stepped up and gave a one hour presentation completely off the cuff! It was quite amazing.

He is a very warm, funny, intelligent and quick-witted speaker who can tune in to his audience and keep things ticking over and on track.

A must-have presenter or MC for your next event!

**Lyn Prowse-Bishop, Attendee**

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## Propeller Pictures

Warwick Merry is a veritable powerhouse of exuberant energy and inspiration for my filmmaking business. As a mentor, Warwick has the rare and fine ability to challenge without bullying, empathise without patronising, and see humour without trivialising. With Warwick's help, I could finally harness the necessary strength to make long-overdue changes. His warmth, wisdom and intelligent input have assisted me greatly in making a successful transition, and I am so grateful for his support.

**Poppy Shmith**  
**Managing Director**

## National Speakers Association of Australia

Close your eyes and imagine your event is being hosted by a clever, witty, warm, generous and professional MC. The audience is energised, happy and engaged. The speakers are grateful. The event is running to time and the MC is tying everything together perfectly. Open your eyes and you see before you: Warwick Merry.

If you're considering using him for your event - your search is over. If you haven't considered him yet, you won't even need to start searching. Warwick is a gem.

**Yvonne Adele**  
**2010 Victorian President NSAA**

## Next Steps

The next step is to talk with Warwick and discuss your wants and your needs.

You may want to have a look at some of his resources before you call:

Some video footage	<a href="http://www.warwickmerry.tv">www.warwickmerry.tv</a>
Warwick's Blog	<a href="http://www.warwickmerry.biz">www.warwickmerry.biz</a>
Warwick's Website	<a href="http://www.warwickmerry.com">www.warwickmerry.com</a>

Please call Warwick on +61 408 592 158  
or email him at [getmore@warwickmerry.com](mailto:getmore@warwickmerry.com)