



Biography 2009

Julia Palmer – Business Relationship Specialist

*"Every function I attend has a different purpose and every person I meet has a unique personality, but there is one valuable lesson that I have learnt over and over again, and the lesson is: **the ability to network effectively and develop strong relationships is the foundation for any successful business or career**"*

Julia Palmer

Growing up an only child, Julia Palmer spent holidays trailing her travel agent parents to the far-flung corners of the globe. By the time she left University, Julia had traversed 23 countries (*the tally is now 40 and rising*), could speak four languages fluently – and had well and truly discovered the art of making friends and being able to talk to *anyone!*

Julia Palmer has dedicated her career to cleaning up the negative connotation of the word 'networking' by helping to educate business people on the importance of developing strategies to create and manage viable internal and external networks.

Until a few years ago, her corporate career involved global travel and hosting hundreds of conferences in all industries. She has held senior level management positions working for multinational organisations and living in cities spanning Sydney, London, Stockholm, and Singapore, each experience honing her business acumen and evolving her managerial, communication, interpersonal and sales skills. She has personally closed millions of dollars of sponsorships and partnerships along the way and believes firmly in the effectiveness of networking as a marketing and sales requisite.

Now, in the role that life has been grooming her to take on, Julia works to help people improve their corporate productivity by refining their business relationship strategies. A key part of her ethos focuses on empowering her clients to learn communication techniques that enrich both their personal and professional lives.

As Managing Director of BConsulted, Australia's leading business relationship consultancy Julia and her team offer diagnostics, training and resources within a liberating formula that empowers you to attract, leverage and retain profitable business relationships. Clients from Fortune 500 to small business have experienced greater levels of success both personally and professionally.

Julia is an active member of many reputable organisations, a prolific author of articles on the art of creating and sustaining relationships, an engaging and entertaining speaker at many functions and conferences around the world. She has authored of two books 'Schmoozing the Globe' and 'BUZZ' and appears regularly in TV, Radio and Print Media promoting the importance of networking and communication in business relationship management.

"Julia knocked it out of the park. The content was spot on, she is an exceptional presenter, the interaction within the group was terrific, everyone had a good time and I actually wrote stuff down."

Managing Director, Eight Black Group

"Thank you so much for addressing our leading CEO's at the Premium Brands Group breakfast with a powerful relationship and network building message. Relationship building and management is daunting for a lot of people, even leaders of business, and our guests all commented on how insightful your comments were and how they got something very positive out of it. It is great to see a business like BConsulted out there helping make it easier to grow businesses!"

Director, Premium Brands Group

"The customised communication program Julia created for our Brand, Marketing and New Product Development teams was professional and relevant. Julia and the BConsulted team are engaging presenters who involve the audience and maximise their learning. I would recommend BConsulted to others looking for a high quality customised communication or relationships program"

Head of Brand, Marketing & New Product Development,
 VERO



**For more information about Julia, to engage her for your next event
 Or to tailor a relationship training session visit
www.juliapalmer.com or www.bconsulted.com.au**