



# Julia Palmer

## Business Relationship Specialist

A world traveler by 9 months old, Julia quickly learnt the art of making friends and the value of great relationships.

Now with decades of business experience in cities across the globe, Julia harnesses her expert knowledge of sales, communication and management skills to train people in business to create and manage more sustainable and profitable working relationships.

Julia helps people to improve their corporate productivity by refining their business relationship strategies. A key part of her ethos focuses on empowering people to learn communication techniques that enrich both their personal and professional lives.

An engaging presenter and inspiring teacher, Julia generously shares her successful relationship management techniques combined with anecdotes, quotes and statistics from her international business travels - over 50 cities, and counting.

Julia Palmer's client list includes small to medium business enterprises, to Fortune 500 companies.

**"Business relationships take time to develop. Don't expect relationships to be instantly profitable. Networking is not just the selling and buying process. People discuss ideas, interact and learn."** Julia Palmer, AFR BOSS March 2007 / Volume 8



[www.juliapalmer.com](http://www.juliapalmer.com)

CREATE profitable business relationships and powerfully MANAGE your existing connections.

CLIENTS INCLUDE:





“ Every function I attend has a different purpose and every person I meet has a unique personality, but there is one valuable lesson I have learned over and over again; the ability to network effectively and develop strong relationships is the foundation for a successful business or career. ”

### SPEAKING

Julia is an engaging presenter and inspiring teacher who has traveled the globe networking. She has a deep understanding of customising speeches based on job title, industry and culture.

### FACILITATING

Events take on a whole new meaning with Julia's influence and advice. Julia creates an environment filled with warmth and energy which naturally fosters connections.

### MENTORING

Julia works closely with a limited number of individual clients to accelerate and generate results. The approach builds on existing strengths and eliminates barriers.

#### Julia's Speaking Services Include:

- \* Key-Note Presentations
- \* Business & Industry Conference Sessions
- \* Breakfast, Luncheon and Cocktail Party Guest Speaker
- \* Master of Ceremonies
- \* Event Facilitator

#### Julia's Keynote Topics Include:

1. **Charismatic at Cocktails:** A must for every conference program.
2. **High End Networking:** How to be prepared, remembered and engaging.
3. **Strategic NRM (Network Relationship Management):** Master high performing business relationships.
4. **Cultural Connections:** Fly around the world to learn what matters.

#### TESTIMONIALS

"Thank you for addressing our leading CEO's with a powerful relationship and network building message. Our guests all commented on how insightful your comments were and how they got something very positive out of it." Director, Premium Brands Group

"Thank-you again for your engaging presentation, you had the audience in the palm of your hand. We have never had such a positive response in terms of active participation at any of our events before and believe this was due to your vibrant personality and ability to make everyone feel part of the presentation". Deputy Director, Urban Development Institute Australia

"Julia Palmer has been a major asset in building the ABC Asia Pacific's brand with Australian business. I have been impressed with Julia's ability to know who should meet whom at various functions that provide an avenue for new business to flower. In addition Julia's raw talent of relationship management is a blessing to those companies who do not know how to connect with other organisations." Sales Director, Australian Broadcasting Corporation (ABC) Asia Pacific

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