



DANIEL LOCK

Consulting.

SPEAKING, WORKSHOPS, SEMINARS

DANIEL LOCK IS THE PRINCIPAL OF DANIEL LOCK CONSULTING, A FIRM SPECIALISING IN UNLOCKING VALUE AND PRODUCTIVITY THROUGH PROCESS IMPROVEMENT AND CHANGE MANAGEMENT.



I've had the pleasure of listening to Daniel Lock on several occasions, and I would characterise him as a very informative, engaging speaker. Daniel expertly wove interesting examples from history into a narrative based on proven leadership principles, key learnings from his own experience and many "home truths" we all need reminding of from time to time. Daniel's contribution was insightful, thought provoking and highly credible.

TESTIMONIALS



"Daniel is the very definition of change leadership. I know a handful of people with his level of energy, listening skills and creative insight.

Daniel sets the bar for tilting mindsets to embrace change. He questions, brings a fresh perspective and converts complex concepts into easy languages. When speaking to large audiences he knows how to speak to their minds and hearts. Simply put, if you have the opportunity to engage Daniel, make sure you act fast..."

- **Service Experience Advocate,**
ORGANISATIONAL CHANGE LEADER, FACILITATOR & COACH



"Thanks! I was impressed by the receptivity of the group to your stories and example in your presentation on the fundamentals of Change Management at our conference. It was a wonderful learning experience, and the value added was your humorous and energetic delivery.

I can endorse his speaking and presentation without reservation and would be happy to discuss details or answer any questions about his work for us."

- **Doug Power,**
CONFERENCE DIRECTOR IQPC AUSTRALIA

Daniel's relaxed, confident and informal presentation style complements what I believe is a truly substantial command of his profession, and I would not hesitate in recommending him to any person or organisation wishing to benefit from his experience and expertise."

- **Stephen De Kalb,**
TP3 HEAD OF MARKETING & EXPERIENCED
MARCOMS SPECIALIST





"I have had the chance to appreciate Daniel's excellent presentation on change management and the chairmanship facilitating at one of my conferences in IQPC Sydney. His energy, enthusiasm, and credibility were very valuable to the event's success."

- **Michelle Oliveira,**
PROJECT MANAGER AT IQPC SYDNEY



"Daniel has a sharp style that engages. He speaks from practical experience in assisting corporations with process improvements. He instills confidence and demonstrates commitment to achieving great results for his clients. He thinks strategically and communicates clearly".

- **Graham Wakeling,**
CEO & PUBLISHER OF IN-BUSINESS MAGAZINE



"Daniel recently gave a great presentation at the 'Challenging Concepts in Change Management' CMI event, speaking on 'Change leadership versus change management'. Daniel provided an insightful and well researched presentation with lots of great cases and stories that engaged and entertained the crowd. Thanks Daniel for another great presentation!"

- **Susan Rich,**
HEAD OF THE CHANGE MANAGEMENT INSTITUTE
NSW CHAPTER; PROGRAM CHANGE MANAGER AT AMP

DANIELLOCK

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TOPICS

Daniel Lock delivers workshops, seminars and keynotes that are specifically tailored to your needs.

By understanding your objectives for the session and involving your team directly a program can be made to deliver great results for our organisation.

CHANGE

- **Conquering Change: The Seven Secrets to a World That Will Never Be The Same.**

How to create positive change and continually raise the bar.

INNOVATION

- **The process of innovation: Turning change into opportunity.**

Why too much problem is killing innovation and how organisations and individuals can cultivate creativity and innovation.

MEASUREMENT

- **Measuring the immeasurable: Capturing the value of intangibles.**

How to use applied analytics to measure the ROI of change initiatives.

- **Forecasting: Hocus pocus with a dollar sign**

Why most business cases and forecasts are pure fantasy, with a breakthrough approach to business cases and forecasting.

SALES

- **Sales from the outside in: empowering buyers to buy.**

Why business processes and sales person business acumen and behaviour are more important than "sales skills."

- **Relationship selling: Develop relationships and convert them to sales.**

How to accelerate sales by looking from the outside in.

BUSINESS IMPROVEMENT

- **Raising the bar with continuous improvement: Seven keys to driving outstanding performance.**

How to achieve outstanding speed and results while improving predictability.

- **Process thinking: The essential tools to transform your business.**

Develop a process mindset that will increase speed, make better decisions and drive innovation.



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