

# facilitator profile

## MICHAEL DONOVAN

'A mind, stretched to a new idea, never goes back to its original dimensions.'  
Oliver Wendell Holmes



As a facilitator and MC, Michael combines a confident and sophisticated style with his talent as a raconteur. At easy with any audience, he applies a combination of theatre and commercial acumen to his coordinator / informer / educator roles. Michael has researched and presented hypotheticals and entertaining 'moot' presentations as part of conferences & events, always using his considerable commercial experience to bring reality and currency to his challenging presentations.

Michael has a background as an international CEO and consultant with a solid 30 years of domestic and international business experience with emphasis on strategic planning, logistics, organisational & change management, leadership and team building plus corporate governance. He has worked domestically and internationally in and consulted to a wide range of ASX200, NFP, SME's and government departments. Michael has a strong technology background.

In developing his excellent reputation he has worked with a diverse range of businesses to assist them get maximum impact from their events or functions. Michael is equally at home as an MC, strategic facilitator, board room speaker or subject-expert presenter.

From his own background he offers knowledge and expertise in the arts & entertainment fields, tourism and hospitality, the environment and international event planning. From his client base, he has worked and learned from manufacturing, professional associations, management institutes, universities, government and many corporates. His audiences have covered the full corporate and business spectrum.

When not facilitating, Michael is well regarded as one of Australia's foremost executive business-mentors. Additionally, Michael is a trained mediator who offers his experience to settle disputation between executives. He also trains in persuasion & negotiation techniques as well as emotional intelligence.

Michael is a *Fellow, Australian Institute of Management, Fellow, Australian Institute of Company Directors (Dip. OM); a Graduate in Innovation and Entrepreneurship;* holds *Certification in Environmental Business Management* from the George Washington University, Washington DC. and is a national winner of an AFR/Telstra Technology Award and a NSW Productivity Award. In 2006, he was nominated lead-mentor for the Mt Eliza Centre for Executive Excellence. With a number of associates, he also provides talent to the AICD, *Mentor and Mediate CONNECT* programs. His business won a **Top 10** position in the inaugural **2006 Cool Company Awards** by Anthill.

More in formation can be found at - [www.michael-donovan.com](http://www.michael-donovan.com)

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## Recent Samples of work

Facilitation	MC	Subject-Expert & Hypotheticals	Trainer
<ul style="list-style-type: none"> <li>▪ Strategic Planning sessions with top-team in FMCG</li> <li>▪ Business Planning with operators of recruitment businesses</li> <li>▪ Induction of coaches and mentors for national management association</li> <li>▪ Strategic Planning with HR professionals in manufacturing</li> </ul>	<ul style="list-style-type: none"> <li>▪ Gaming Machine Manufacturers Association – two years running</li> <li>▪ Planning Institute of Australia – three years running plus National Conference</li> <li>▪ Credit Union Assoc. Annual Conference – two years running</li> <li>▪ HMAA Conference and Technology Fair – three years running</li> </ul>	<ul style="list-style-type: none"> <li>▪ Fostering Leadership for AIHAA conference</li> <li>▪ Succession Planning – National HR Summit – twice</li> <li>▪ Entrepreneurship for AICD National Conference</li> <li>▪ Tourism Summit for TSC and TN ~ Towards 2015</li> </ul>	<ul style="list-style-type: none"> <li>▪ Insurance executives – training in Executive Impact™</li> <li>▪ EQ – Emotional Intelligence for executives</li> </ul>

### Fees

#### Time

- Day rate for any work is AUD\$3,500 net + gst [whether direct or via an agent]. **This rate is exclusive of travel to and from the event.**
  - Half-day rate is AUD\$2,450 net + gst
  - Preparation and pre-briefing time is either the day rate if the hours are equal to a day or an hourly rate of AUD\$450 net + gst
- Segment or part of an event rate is half-day equivalent
- **I am happy to contribute to any part of an event for which I am engaged if my services are suitable to assist. Please just ask. I am there to be used to make your event a success**

#### Expenses

- Expenses are to be the equivalent of the executive team at the event and cover:
  - Travel from base to venue, by any means [happy to use the procurement contracts of the client]
  - Accommodation [must be at the venue with the management team and organiser]
  - Meals and refreshments
  - Incidentals inc. hires, if needed (by approval)
- With the exception of out-of-pockets, and where-ever possible, all expenses should be charged to the Master Event Account of the organiser to eliminate separate accounting and billing between us

#### Terms

- 50% on booking – EFT details will be provided and invoices will be in PDF
- 25% by the day before the event
- Balance (25%) within 14 days following the event