

Testimonials for Toby Travanner

Toby presented to a group of Senior TV Executives and tweaked his technique throughout to suit the group. His organization and preparation was well thought out and catered to the audience. Toby was able to capture the interest of the group within a short period of time. He was dynamic without being too overpowering or condescending and approached everyone as individuals (made an effort to learn names quickly) rather than assuming they all had the same learning techniques. He was dynamic, captivating and engaging which ensured the group maintained focus throughout the entire session. Toby is personable, down to earth and knowledgeable, therefore a pleasure to work with. Toby's delivery techniques were excellent. He got to know his audience very quickly and tailored his delivery to suit us. He was flexible and happy to bend with the breeze when asked to add/delete items to/from the agenda. I would most definitely recommend Toby to other organisations, in fact we would be delighted to use his services again in the future.

Tim Worner
Director of Programming & Production
Seven Network Australia

I met Toby at a DHL executive program and was so impressed with his work that I asked him to come to Singapore develop a one-one presentation skills course for myself and my direct reports. I thought that he did a fantastic job. The material he presented was very poignant and delivered in a very upbeat and accessible manner. He has a great ability to relay realistic and useful strategies that have made a noticeable impact upon my executive members and myself. I would recommend him/The Learning Company to anyone.

Scott Price
President and CEO (2007)
DHL Express, Asia Pacific

I would like to take this opportunity to thank you for always delivering the goods in your training sessions. Having attended numerous of your sessions over the past four years, both as a client and as a general participant, I must say the experience was equally beneficial on all platforms. I find your method of content delivery extremely informative and inspirational. Based on the feedback I've received from our Team Members that have attended your sessions around the country, I would have to say my view is definitely mutual.

Courtney D. Johnson
National Training Manager
Fone Zone

Toby has trained all the Corporate staff at Crazy Johns including the sales and admin staff for the last 2 years.

- He has taught them sales techniques and customer service skills.
- Toby is energetic, informative and entertaining.
- His ability to capture and maintain the attention of the class is exceptional.
- Toby's ability to impart knowledge to people regardless of role and level of intelligence is amazing.
- Our staff are more informed and equipped with the tools and skills that are required to effectively deal with customers and increase sales after training with Toby.
- He is very passionate about training and makes it easy to learn.
- When he talks you listen.
- Learning is easy.
- I recommend Toby to anyone in any organization.

Bill Asimakidis
National Corporate Manager
Crazy Johns Business & Government

I have seen a lot of MCs and found Toby to be excellent. He was an excellent MC and facilitator for the executive forum hypothetical. His questions were well versed and suited both my objectives and thoughts in a positive way/manner/light. His interview technique is interactive and respectful of people thoughts – he never spoke over the top of anyone. His ability to engage the audience is fantastic. His vitality, enthusiasm and confidence was infectious and left everyone feeling good. He was a pleasure to work with and his organization and information was tight and clear at all times. I absolutely recommend Toby and would like to use him myself.

Toby's presentation on the hypothetical was well presented and thought provoking. Questions were well researched and formulated. Participants were made to feel comfortable and at ease at all times. Thank you Toby.

Nick Crabb
Manager Tourism and Development
Qantas

From the initial contact with The Learning Company through to Toby's delivery the outcomes were faultless. The extensive research that Toby did due to the diversity of the cultures attending the event and the background on the Global IT company that was recognizing the attendees shone through during the events.

Toby was recommended by Solution RED when the client required an MC for the Gala Awards Dinner. During the briefing process it became evident to my client from Singapore that his talents were far broader. And so the journey began.

Welcome Dinner MC, Conference MC and Facilitator, Team Building Guru and at times English teacher! Toby knew that his research was vital, communicating with seven groups where English was the second language, should have been a challenge but no. Toby created visuals, signs and interpreters where possible. They were fascinated and requested he be included in their offsite dinners.

All keynote speakers were from the Global IT company, some of whom had never presented to an audience of this size. Toby ensured that they had all the necessary tools to enable them to communicate, interacted with them when he saw them struggle and added Trainer to his list of tasks. Toby has an astounding level of energy that is hard to keep up with and even harder to fault.. The highlight of all the events was when Toby took to the floor and waltzed with the Asian President who had not danced in front of her peers before.

Being the professional that Toby timing is everything. When keynote speakers were on stage he was ensuring that the next presenter was in the wings and that the audio visual technician was fully prepared for each speaker's requirements. Solution RED are qualified raving fans of both Toby and his company. He made us look good when we recommended him to our client and we will continue to use him internally for our sales coaching and customer service training.

***Rhona Walker AFMEA
Managing Director
Solution Red***

Toby was an excellent MC and facilitator at the National MEA Conference and Gala Dinner. He was well prepared and researched and helped underpin the background and knowledge of each interviewee. He is engaging and designs his presentations to maximize the audience participation. He keeps things moving at all times and meets objectives beautifully. Toby is able to engage the audience through the use of his strong presentation skills and expertise in the subject matter being presented. His personality and professionalism shines through and makes it easy to work with him. He is open and communicative when preparing and managing events. He has a great ability to handle last minute changes extremely well and made it his business to ensure that the event ran smoothly. He is an enthusiastic and charismatic speaker who is highly entertaining and up there with the best facilitators in Australia

***Shawn Ket FAIM
General Manager
AIM Australian Institute of Management QLD & NT***

Increased sales of a new product offering through the enhancement of product knowledge and understanding of the value proposition to the customer and channel partners.

Toby had an excellent understanding of the product and industry
Yes, entertaining and informative, easily held the audiences attention for an hour and half.

- Excellent presentation
- He is an amazing presenter

What can you say, Toby's energy and delivery style is superb, it captivated the audience

***Darren Clarke,
Queensland State Sales Manager,
Telstra***

(Toby) Is Excellent

To communicate, facilitate and demonstrate wireless technology changes to our channels. As well to educate how wireless technology works, what the offers are, dispel myths and detail the associated benefits.

On-the-night feedback and post roadshow sales performance has meant definitely a ten out of ten.

Engaging, interactive and full of energy, all at the right times!

Toby's demeanor and delivery have been enjoyed by our staff for a number of years now. Staff continue to comment all around Australia that one of the reasons they keep coming to these events is because of Toby's informative and engaging style.

Toby takes directions well and easily adapts to last minute changes, both in content and event details.

I find Toby's persona, experience and forward approach to the job at hand, allow for beneficial discussions to take place – if he's seen an opportunity to do things a little better on future shows.

In my experience Toby takes a holistic approach to working with his clients. He is a key asset in planning and production of events, from conceptualisation to delivery.

Notwithstanding his talents as an MC/facilitator, Toby is also a contributor to all facets of event management, AV or other. His support in this manner is tremendously beneficial, particularly during the odd dire event management situation.

As an industry observer, as well as his ability to 'capture the audience', Toby is regarded as a clear reason we have been able to have so many successful events.

***Ben Stein,
Senior Event Manager
Telstra***

I think Toby is one of the better MCs I have seen so far, he has a great way of building relationship with the audience. Toby is very clear in his directives and has a great way of giving people the platform they need in front of the audience. From the little I have seen and the feedback I received, Toby has certainly made a positive impact on the conference. Easy to work with, proactive and reliable. Delivery techniques were very professional. Very flexible in housekeeping and accommodating last minute changes. Certainly recommend TT as MC/facilitator and the like.

***Thomas A Kessler,
Product Marketing Manager
Telstra***

Toby was originally retained by Meetings and Events Australia (MEA) to participate as a Convener of some concurrent conference sessions during their 2006 National Conference, and to perform the duties of MC for the 2006 National Awards. Due to the withdrawal of the key MC for the Conference because of serious illness the night before the commencement date, Toby practically was MC for the entire four day event. His task was made more complex by being requested to MC plenary sessions in conjunction with a representative of a Sponsor speaker's bureau.

Toby's research and resultant understanding of the issues confronting the global Meetings, Incentives, Conventions and Exhibitions industry was and is outstanding. For example, part of Toby's massive task for the event, was to convene a panel discussion regarding evolving technologies for the meetings industry. As a participant of this panel, I was contacted by Toby prior to the event and briefed on the type of discussion that would be pursued during the event. This ensured that whilst the discussion was spontaneous with audience participation, contributors were appropriately prepared to disseminate the maximum amount of information relevant to the audience.

I find Toby to be a true "chameleon" in his style of presentation and communication. That is, he is adaptable to the type of audience or situation that confronts him. I have witnessed Toby over a number of years now adapt to seeking procedural compliance in focus group discussions, to being "light" and entertaining in dinner presentations or the opening of events. His adaptability makes him ideal for the flexibility required in a multi-faceted event.

Toby is absolutely engaging. His professional training in terms of communication techniques and body language are evident in retaining the absolute attention of his audience, when it is required. I have yet to witness Toby's involvement in any event, where you would describe his involvement as "dragging on", which can commonly be the case for presenters with whom part of the audience cannot relate.

My experience of attending MEA Conferences and Awards is that Toby is generally referred to in complimentary terms. In fact, the feedback on Toby can actually be sparse following events, simply because he gets it right, and there is nothing to comment upon apart from the content of the event and the fact that it was generally enjoyed. My personal view is that Toby directly contributed to the outcome whereby the 2006 MEA Conference audience were polled and responded that 90% would attend or were likely to attend the 2007 Conference. This is an amazing outcome. Further, Toby's involvement has obviously been a partial direct contributor for the event to grow from 460 odd delegates to 680 in 2006.

Toby's energy levels directly contributed to the event. This was appreciated in part due to the attendances and participation at each of the conference sessions over three days, despite their being a very strong social component to the event each evening.

In short, Toby is a consummate professional that is very difficult to "throw" even in the most challenging of circumstances.

Toby can be intentionally challenging of an audience to extract feedback or information to contribute to the goals of an event or meeting. Comparably, he is easily fun and

entertaining where this becomes conducive to what is required. His techniques are clearly adaptable and calculated to be effective.

In short, I would be pleased to work with Toby again. What more can you say! Further, I would be pleased to offer my reference or recommendation to work with Toby personally.

Andre Moten
Director & General Manager,
Business Analysis & Solutions
Corporate Travel Management

On behalf of the team at PLAN Australia, our members and our conference sponsors I just wanted to express our appreciation for the professional, energetic and innovative contribution you made to our 2006 series of member conferences as Master of Ceremonies.

The MC of a series of conferences like ours is critical in ensuring the smooth flow of proceedings, keeping speakers on track and the audience involved. Throughout the five conferences your energy and enthusiasm were infectious and, people responded accordingly.

Our Broker of the Year Awards Dinner and Sponsors' Welcome Function, on top of a full day's conferencing were demanding and in both you were entertaining and the consummate professional.

I sincerely recommend your services to any group or organisation in need of professional, effective and creative support.

Ray Hair
General Manager
PLAN Australia

As a fellow speaker, I have had the privilege of working with Toby several times at conferences and on national corporate roadshows. Toby's preparation as an MC is second to none. His attention to detail re introductions, content, overview of proceedings and his unique ability to support your professional needs, put you totally at ease and create partnership, are to be highly commended.

He displays enormous genuine enthusiasm, he's articulate, appropriate, respectful, intelligent and creatively spontaneous Toby is also a wonderful facilitator. He is always "on top of" the theme, and brings rigour and his entertaining style to any inquiry/discussion...all the while, supporting participants 100% to look and be their best.

Every audience I've seen Toby with, adores him. He's naturally "like-able" because he is the consummate professional, and confident without being egotistical. Toby has bucket loads of personality and enthusiasm which endears him to his audiences. You can't help liking Toby! He recently became MC at a huge conference within a moments notice and had the 600 delegates in awe of his ability to step into this enormous responsibility so easily.

The most wonderful thing about working with Toby is that you just know that nothing can "go wrong". Every unexpected thing that is thrown his way will immediately be handled with grace, dignity or humour. Recently at a conference, the Running Sheet was changed without any chance for consultation. I was now closing a conference that had already taken the audience to an incredible "High Point". With one look at Toby we both instinctively knew that we had to "raise the bar" to a new "finishing high". Toby glided onto the stage and moved a chair which had been accidentally left in front of the lectern, I delivered the presentation (free to seize every opportunity to make this a bigger finish) and Toby rode on the wave of spontaneity, wrapping the conference up seamlessly without the audience even suspecting what was happening for us. I can count on and trust Toby 100%. That's "golden" in our industry...and when you are running an event or conference.

Robyn Moore (Speaker)
(Considered by many as the most successful Female speaker in Australia)