



building **teams**
growing **leaders**TM

David Lim knows something about leadership and overcoming obstacles.



In 1998, he made history as leader of the 1st Singapore Mt Everest Expedition. The landmark climb captured the small, flat nation's imagination about the art of the possible, and ignited the need for calculated risk-taking, courage and imagination.

A week after his triumphant return from Everest, he was struck down by the rare nerve disorder, Guillain-Barré Syndrome, and paralysed completely from eyes down. Spending six weeks on a ventilator and six months in hospital, he emerged permanently disabled from the ordeal. He regained his life through sheer will and focus, and made a successful return to the great mountains.

David's programmes and presentations help people believe they can achieve their goals, work better in teams, and acquire productive skills to do so. Fascinated about discovering winning aspects of human resilience and motivation, David has created programmes and experiences for Everest Motivation Team that help people become stronger leaders. David is a law graduate from Cambridge University, an accredited coach, and Singapore's first Certified Speaking Professional (CSP).

An independent audit by the members of the 5000-member strong Global Speakers Federation, about only 10% of the Federation members have earned the CSP designation, the highest designation of quality in the professional speaking world.



Motivational Presentations



More than 50,000 have benefited from my presentation and team solutions delivered in 47 cities across 25 countries.

David Lim, leader of the landmark 1st Singapore Everest Expedition in 1998, delivers world-class presentations on leadership, motivation and overcoming obstacles. He is a sought-after international motivational speaker and has addressed hundreds of audiences of up to 12,000 people. Since 1999, David has delivered thought-provoking, content-rich motivational presentations in over 25 countries and 47 cities.

He delivers a timeless message of overcoming the odds, the need for inventiveness and of perseverance. His keynote presentation, **Lessons From Mt. Everest™**, has been described as "world-class".

Depending on the presentation focus, you will learn about:

- Creating a shared success vision
- The Wake Up test of personal values
- How to set goals, and get them
- Action-Motivation Quadrant in bringing dreams into reality
- Overcoming enormous odds
- Doing more with less; having the Alpinist Attitude
- The 5 Cs choosing the right people and the right team
- Creating a life without limits
- The Fact/Belief tool



Europe

David Lim's address to our Global conference was not only inspiring, but was pertinent, insightful and totally uplifting. All the delegates who I met afterwards, were highly enthusiastic about the things they had heard and seen, and were full of praise for David, his delivery, his story and, not surprisingly, for me as I had engaged him to speak. Despite being given the 'graveyard' slot, David was able to bring the delegate back to 'life' ... a significant number of those who were initially missing, came back into the session to hear him.

GRAEME GORDON
EXECUTIVE DIRECTOR
PRAXITY AISBL



Greater Asia

Thanks from all of us at STA Travel. I have had great feedback on your presentation which managed to hit all the right chords and even appealed to all the nationalities from the Americans to the Germans to the Japanese — something very rare indeed.

PETER LINEY
CEO
STA TRAVEL

As always, you got the group immediately engaged and everyone went away uplifted by your story and more importantly, ready to embrace the challenges and journey ahead (and believe me, we do have big challenges and changes ahead of us!). It was once again a roaring success and a great kick off for the workshop! Thank you once again!

JUDY HSU
GROUP HEAD, WEALTH MANAGEMENT (APAC)
CONSUMER BANKING, STANDARD CHARTERED BANK

David first facilitated a Lessons from Everest session for IFF in 2008. David took the time to understand our business issues and deliver a spot on target session which delighted and inspired the senior management team. We were so impressed, we asked David back this year to our regional meeting in Shanghai. He once again delivered an insightful and energising session with new material and a fresh perspective. I would thoroughly recommend David to any organisation looking to inspire their team "Beyond the Limits".

KAREN STANTON
REGIONAL MARKETING, SENSORY & CONSUMER INSIGHTS DIRECTOR
INTERNATIONAL FLAVORS & FRAGRANCES INC.

Your keynote speech has left every one of us at once inspired and humbled. Many were speechless and lost in introspection; others were searching for words to express a sudden surge of self-belief; and at least one participant kept repeating that it was an event that has already changed his life... Thank you for an outstanding performance.

SHYAM C RAMAN
GENERAL MANAGER – HR FINANCIAL SERVICES GROUP
CHOLAMANDALAM INVESTMENT & FINANCE COMPANY LIMITED (CHENNAI, INDIA)

Snapshot of Clients

CONSULTING SERVICES

Accenture
Bain & Company
Bain Capital Asia
Boston Consulting Group
Deloitte Touche
PricewaterhouseCoopers

CONSUMER & PHARMACEUTICAL

Adidas
Banyan Tree Hotels and Resorts
Bayer
Bvlgari South Asia
Discovery Channel and Networks
Ferrero Rocher
Food Empire
Henkel
Johnson & Johnson
Marks & Spencer
Novartis
PepsiCo
Pfizer
Procter & Gamble
Raffles International
Sanofi-aventis
Takeda
Twining's
Wella

EDUCATION, GOVERNMENT & NON-PROFIT

CPF Board
Housing Development Board
IE Singapore

Immigration & Checkpoints Authority
INSEAD Business School
Media Development Authority
Ministries of Education, Manpower, Finance and Defence (Singapore)
National Health Group
National Institute of Education
National Library Board
Project Management Institute (New Zealand)
Public Utilities Board
Singapore Sports Council
Singapore Youth Olympic Games 2010 Organising Committee

FINANCIAL SERVICES

ABN Amro
Actis (UK)
AIA
American Express
AXA
Bain Capital
Bank Islam Brunei
Cholamandalam Group (India)
Citibank
Deutsche Bank
Great Eastern Life
HSBC
Manulife
Nomura
Prudential
Rabobank
Rothschild
Russell Investments Asia

Standard Chartered
Standard Life (Hong Kong)
Transamerica
UBS
VISA

INDUSTRIAL, MANUFACTURING & CONSTRUCTION

ADT
Avantha
British Petroleum
Bunge
Camp Scandinavia (Sweden)
Castrol (India)
Emerson
ExxonMobil
Fonterra
Gammon
Hella
Hyundai
Jardines
Johnson Controls
Maruti (India)
Merck Thailand
Murugappa Group (India)
Rane (India)
Sembawang Group
Shell
Siemens
SKF
Society of Indian Automobile Manufacturers
Sunway Holdings
TATA Steel

TECHNOLOGY

Autodesk
CSC
Dell
Fujitsu
Hewlett-Packard
IBM
Lexmark
McAfee
Microsoft Advertising
MobileOne
Motorola
Nokia
Peoplesoft
Polycom
Riverbed Technology
Singapore Telecommunications
Solidworks
Sun Microsystems
Tandberg

TRANSPORT, LOGISTICS, TRAVEL & PROPERTY

Amadeus
A.P. Moller
Ascendas
Damco
DHL
Far East Organisation
FedEx Global Leadership Institute
Maersk
Orange Tee
Singapore Mass Rapid Transport
SIRVA/Allied Pickfords

The material you used was exceptionally powerful, and the way you put the messages across to the team was very effective. The session was very well received by the audience and went better than we could have expected. Having sat through two days of Powerpoint slides already I am sure the audience was a tough one, but the feedback we received was overwhelmingly positive.

PATRICK GRAHAM
CHANNEL DEVELOPMENT + OPERATIONS DIRECTOR
GE CONSUMER FINANCE (UK)

Your speech was the highest rated session at the event. The themes in your presentation were very well aligned with the business challenges that our clients face. The time that you spent with my team preparing for this event was also extremely valuable.

RON CLOSE
VP ASIA PACIFIC BUSINESS STRATEGY & MARKETING
UGS ASIA PACIFIC

The laws of team membership and motivating a team were highly appropriate topics and your style of delivery injected with a great sense of humour kept us all on the edge of our seats. In times where many companies, *Reuters* included, are changing their structures from "expedition style" to "alpine style" many of us will be able to apply the lessons learned in our daily business life and your thoughts on leadership will be an inspiration.

JAN COOS GEESINK
MANAGING DIRECTOR
REUTERS ASIA PACIFIC

... thanks again for your inspiring talk on Friday. The feedback has been overwhelmingly positive! I had many of my colleagues approach me after the meeting and that evening saying that they really were inspired by your story. There was one colleague that told me that even some of his most cynical people indicated that your story moved them to do some deeper thinking about motivation and inspiration.

GLEN T. MATSUMOTO
PARTNER
EQT PARTNERS INC.

Teambuilding Programmes

Why Everest Teambuilding:

We conduct a thorough needs analysis - we will not 'prescribe' anything without a thorough diagnosis of the issues, context and background of the participants.

✓ **OUTCOMES FOCUS**
We help co-create solutions and outcomes. We avoid selling 'programmes'.

✓ **UNIQUE QUANTITATIVE TEAM ASSESSMENT OPTION**
We can measure your Return on Objectives quantitatively and qualitatively.

✓ **FOLLOW-UP**
We can help you implement sustainable change through coaching, online tools and longer-term consultative steps.

OUR GUARANTEE

I guarantee that we will meet our mutually agreed outcomes to your satisfaction, or exceed them. Over 200 satisfied clients, a decade in the business and an independent audit of quality through the Certified Speaking Professional (CSP) process will assure you that your event, programme and outcomes are in safe hands.



We created the world's first table-top teambuilding simulation of climbing Mount Everest for team and leadership development. Team compete or collaborate with each other, using limited resources, and face leadership dilemmas and scenarios.

◀ **Everest Challenger™** has been licensed worldwide and is now an integral part of the following institutions:

- FedEx's Global Leadership Institute's LEAD programme
- The University of Georgia Terry College of Business MBA leadership programme
- National Taiwan Sport University

The simulation has also been delivered to clients that include Jones Lang Lasalle, Chartis, International Flavors and Fragrances, UBS, and Lenovo.

 www.everestchallenger.com

Our Programme and Tools

Our signature elements are the use of innovative techniques, leading assessment tools, and creating a fun, learning environment which produces results. We also believe that what you cannot measure, you cannot improve significantly.

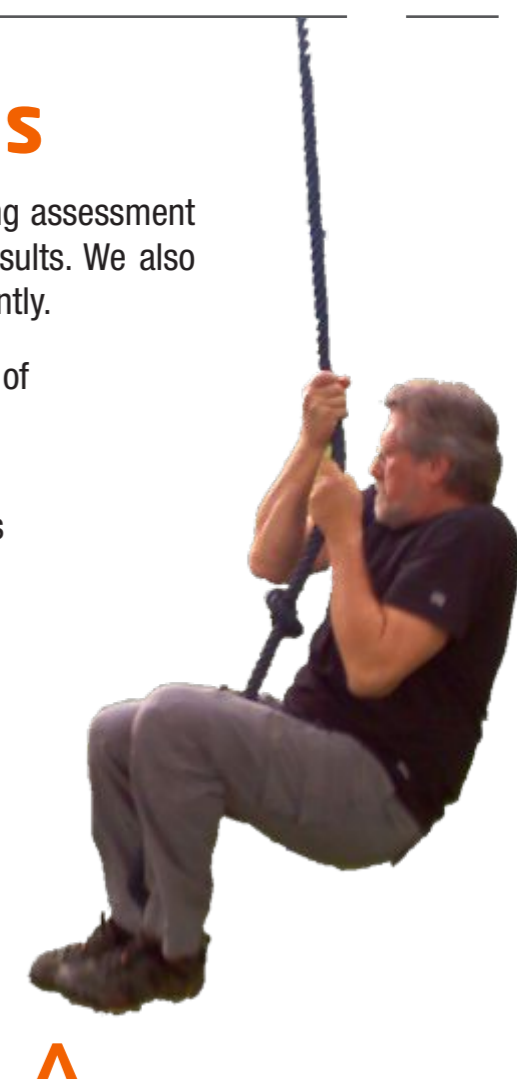
Programmes are based on achieving desired outcomes with the use of

- Experiential learning
- Content that motivates participants to use what they learnt
- Tools to measure and track improvements on a quantitative basis

This makes us one of the very few Asia-Pacific leadership development businesses that can actually do this.

Access our wide suite of tools including the powerful Workplace Pyramid tools created by Drs. McCann and Margerison, and Team Management Systems. These tools include assessments that help organizations measure and track:

- Leader development
- Opportunity sensitivity
- Preferred worktypes



How Being Different Helps You

While others may make an assessment followed by the delivery of a programme, we believe in a more thorough approach where we can, if desired, measure and track pre- and post-teambuilding results based on **eight key** team behaviours and attitudes using the **Avery-Payne Teambuilding Inventories**.

In brief you get a measureable return on objectives from a teambuilding programme in a quantitative and qualitative report. Improvements we have measured include enhanced:

- Passion for work
- Improved inter-team behaviours
- increased self-belief
- Improved clarity of roles
- Enhanced motivational levels

➤ To tell the truth, I was sceptical at first — that this teambuilding programme could make a difference. But since the programme, people have become more proactive, and I have been getting more reports and information from staff in a timely and helpful fashion.

GERRIT KUYNTJES
MANAGING DIRECTOR
J.D. POWER ASIA PACIFIC, INC.



Negotiating to Win™

A winning approach to keep customers, deal with difficult people, and up your bottomline results ▲

KEY HIGHLIGHTS AND ADVANTAGES

Negotiation skills is the most underrated leadership competency, and the one most approached with incomplete understanding of the language of persuasion.

Negotiating To Win™ (NTW) is unique in helping you discover your own unique negotiation style through the validated instrument, the *Rahim Organisational Conflict Inventory*, real case study simulated negotiations, and a raft of tactics and strategies. NTW has follow-ups which include, but are not limited to, negotiation coaching, 26/52-week e-newsletters on negotiation tips, and other learning extensions.

WHO SHOULD ATTEND?

Anyone selling or buying consulting, facilitation, training or speaking services, sales executives, seminar organisers, event planners and business owners.

CONTENTS COVERED

- Skills of a good negotiator
- Negotiate effectively, from a weak position
- How to ask and give concessions effectively
- Ten power factors and great questioning skills
- Asking and giving concessions effectively
- Using the *Rahim Organisational Conflict Inventory* to improve personal negotiating styles
- Four principles of using tactics
- Up to thirty strategies, tactics and counters
- Negotiation simulations
- Negotiate in teams
- Buying/Selling consultancy services — negotiate better fees
- Developing your own personal action plan
- Avoid common negotiation mistakes



BRING NEGOTIATING TO WIN™ TO YOUR COMPANY!

We can provide a fully customized version of NTW uniquely designed for your company. Our in-house programs can be presented to your whole company or to specific departments such as sales, purchasing, finance, manufacturing, IT, operations or management. It provides you with the flexibility you need to schedule your course to coincide with other centralized training functions, company events, sales meetings, or even staff retreats! The in-house program is the most economical way to reap the full benefits of NTW. For more information on how your organization can take full advantage, contact office@everestmotivation.com

WHAT IS YOUR STYLE WHEN IT COMES TO NEGOTIATING?

> I want to acknowledge your effort in the last 2 days in delivering a very relevant and useful negotiation workshop. I personally picked quite a few practical tips. Additionally, thanks for your help in preparing me for the negotiation meeting I was going to have.

DAVID WEE
MANAGING DIRECTOR,
LEE HECHT HARRISON (SINGAPORE)

DOMINATING



INTEGRATING



COMPROMISING



AVOIDING



OBLIGING



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🌐 www.everestmotivation.com



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