

Mark Carter

International Speaker on Leadership, Culture and Values & Author

Recognised as an established motivational speaker, Mark Carter has held senior and strategic leadership development roles in Asia Pacific, Europe and projects globally. As a skilled business speaker, he can help you, your company and your teams, whether it is through his keynote, as a trainer, facilitator or through his groundbreaking online academy. Mark has the match that will ignite the human potential that lays within you.



More about Mark Carter:

With over two decades as a learning and development professional, building frameworks for blue chip billion-dollar companies and SME's, Mark Carter knows a thing or two about human behaviour.

He can present on adaptability, productivity, peak performance, culture, talent and sales ... anything and everything to do with people. That's because Mark Carter has dedicated his life to helping people adapt their perspective, make choices and take actions that deliver better results in their lives.

Author of *Add Value*, published in 2020, Mark shares why truly knowing what we value, and why, is the real basis of success.

Working across 40 countries, Mark Carter knows how to connect and get the best out of people. He understands that the secret to wealth for every business sits with its key assets, its people. And when he presents, his keynotes do more than engage and entertain, they inspire people to look to the future, to evolve their skills and embrace change.

Mark's enthusiasm is infectious. He connects with his audience because he cares about his audience. And he truly wants them to know what he knows, so they can leverage their strengths, manage their weaknesses and be the best person they can be.

As a learning professional Mark understands well the importance of embedding messages through content. His new signature style 'son et lumiere' keynotes are innovative leading edge! No slides. No clicker. Cinematic pairings (single and three screen stage ready) create a magnificent sensory experience to accompany his live keynotes. So far he has five unique productions in this range

ready for your event.

He should be bottled up and drunk daily. You'll have to settle for a presentation, that is if you're lucky enough to book him. Because people love Mark Carter.

Mark Carter speaks about:

Mark Carter's uniquely bespoke approach to keynotes and presentations are tailored to your business or event, with each topic ensuring practical and measurable results.

Son et lumière - Add Value! - The bespoke approach for this keynote utilises fresh content relating to Mark's TEDx talk and expanding on his second book *Add Value*. It's been adapted for businesses and conferences in an exceptionally creative and highly engaging method.

Leadership - An experiential keynote for ongoing talent development, team building, character cultivation, resilience and leadership / management tools.

Culture - A creative session to help transform your culture, improve communications and connections in the digital age, for team building and creating high performing, tightly bonded teams and external ambassadors in the experience economy.

Orator - Presentation skills for internal or external presentations (including pitching and sales), train the trainer, facilitation skills and a master class in stagecraft presenting.

Potential - Ideal for themes like team development, team building, team motivation, team creativity, inspiration, refresh, rejuvenate, unlocking team potential, personal development.

Sales - Ideal for themes like sales, sales skills, client facing teams, customer service, customer experience, go to market, sales capability, sales leadership, sales and marketing, account management, business growth.

Other bespoke keynotes include:

- Ignite your potential
- The digital era and the experience economy
- Character and the layers of human behaviour
- Adaptability with associated critical skills for the digital age
- Resilience: finding your personal journey to harmony

Client testimonials

“ Thank you Mark for another amazing presentation. The content was on the mark and your energy and enthusiasm brought it to life for all the team. The feedback has been phenomenal, in particular the modules on story telling. You have certainly opened the eyes of many of the participants. Looking forward to working further with you in the next stage of the

development journey. Thanks again.

- National Manager Sales & Customer Care - Momentum Energy

“ What an inspirational speaker, Mark is brilliant and engaging. Mark spoke recently to our entire team, it was our first conference all together again after 2 years, it was important that we got the vibe right and get the opportunity to re-connect. Mark lead a very personal and memorable session that ignited great ideas about how we can add more value to our customer's experience. Your Add Value nursery rhyme is fast becoming a catch cry for the team. 'Dollars, percentage, numbers and time - Is the tangible value nursery rhyme, But the metrics that matter are yours, not mine!' Thanks, Mark.

- Head of Business Development - Best Practice

“ Mark Carter took to stage in front of more than 320 executive delegates at EDGE and took us on a journey... Mark Carter is an engaging, incredible storyteller and all round a memorable speaker. Mark has a very unique style in presenting, one that I am yet to come across, with no slides and no clicker, rather a cinematic and sensory experience to accompany such original thought leadership.

- EDGE

“ We engaged Mark to deliver his 'Add Value' keynote at a recent event, and it was absolutely perfect. Engaging with Mark in the lead up to the event was a breeze, and the session he delivered set the perfect tone for the rest of the event, with many attendees commenting on how engaging, interesting, and inspiring Marks session was. Honestly can't thank Mark enough for his professionalism, as well as his dynamic and thought-provoking keynote.

- Head of Business Growth - 10X Brokers

“ What can I say about Mark Carter. He is one of the most engaging, charismatic, inspiring presenter/coach that you could work with. I have known him for over 20 years and his passion, ability to engage audiences for a specific outcome, whilst bringing the audience along the way is, I believe, second to none.

- GM - Catch

“ Mark Carter hosted interactive, captivating and highly energetic online Sales training sessions with Torrens University staff. We had 50 staff join and the feedback we've received from our team have been 10/10. Mark was able to weave our current sales process and methodology into his training seamlessly. Mark really understood our brief, delivered it well on the day and we've now implemented his value add and 5 triggers of value into our sales process. Thank you for a highly energetic and highly practical session.

- Student Recruitment Manager - Laureate International Universities

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