

## For Immediate Release

26 April, 2005

### **565 Million Reasons to Attend 'First Class Workshop'**

Gowings Managing Director Tony Gattari may be spending his weekdays reinvigorating the 138-year-old Australian retailer, but for one evening each month he is sharing his business expertise and keys to success with small and medium businesses at his 'First Class Business Workshops'.

The workshops are the first of their kind in Australia. There are ten, three hour, interactive workshops being held throughout 2005. Each workshop focuses on one key area that small business owners need to master in order to reap the rewards they dream of.

"A lot of seminars are just glorified sales pitches. We aren't selling anything," Tony Gattari said.

The workshops progress through areas such as systemising, marketing, customer service, successful selling, leadership, team building and cash flow, all areas in which Tony Gattari is a proven winner.

"You need to walk before you talk," said Mr Gattari, who was General Manager of Harvey Norman Computers and Communications for nine years.

"The strength of the program is I've learnt what works and what doesn't. The workshop will teach the reality, not just the theory," he added.

"Working for Gerry Harvey I was fortunate to gain hands-on experience building the Harvey Norman computer and communications business from \$9 million to \$565 million over nine years. The practices that helped me build a successful operation for Harvey Norman and now at Gowings are relevant to other business owners and managers, those in retail and other sectors too," he explained.

The workshops are relevant for anyone working in the corporate world, and are essential for people thinking of starting up their own business. The workshops are hosted by business advisor and coach Garry Reardon. Tony provides the education, inspiration and motivation on the night, leaving Garry to carry out the activation-helping businesses implement what they have learned.

The workshops are held on the first Tuesday of each month, at the C2 Connection centre on the corner of Silverwater Road and Egerton Street in Silverwater. Registration is at 6pm, with the workshop running from 6:30pm to 9:30pm. May's workshop is titled 'Systemising for Success' and focuses on the building blocks of a business, and how to create a system that works even when the owner isn't there.

The workshops are just \$99, which includes the three hour interactive workshop, a workbook to take home, recommended reading lists, a fortnightly ezine (email) and food and refreshments on the night.

**For more information on this media release, please phone:**

Tony Gattari

Managing Director, Achievers Group Pty Ltd

Mobile: 0410 538 521

Telephone: 02 9440 2488

Email: [tony@achieversgroup.com.au](mailto:tony@achieversgroup.com.au)

## **About Achievers Group:**

Achievers Group Pty Ltd was established in March 2002 by the Managing Director of Gowings and ex-Harvey Norman Computers and Communications General Manager Tony Gattari.

Achievers Group provides business advising, coaching, mentoring and training solutions for both large and small businesses. The company offers a range of systemised business enhancement products, life coaching plus 27 highly acclaimed workshops. Clients consistently provide positive feedback following advice or training from Achievers Group.

Clients of Achievers Group include Acer Computers, Apple Computers, Australian Geographic, Australia Post, Domayne, Flexirent, Gowings, Harvey Norman, LG Electronics, Mortgage Choice, NEC, Packard Bell, Rebel Sport and Space Furniture, Subway and White International.

## **About Tony Gattari:**

Tony Gattari's expertise and passion for business runs deep. Tony was General Manager of Harvey Norman Computer & Communications for nine years, where he oversaw the growth of the division from \$9 million to \$565 million.

In 1999 Tony left the retail giant and founded Smartbuy.com.au - an e-tail solution company that merged with technology solutions provider Uniqueworld in May 2000. After serving as CEO of the merged entity for eight months Tony Gattari established Achievers Group.

In 2004 Tony ran a workshop at Gowings Retail. The hierarchy of Gowings were so impressed by Tony they made him Managing Director, a position he has held since October 2004.

Tony has an exceptional capability to understand the best of both old and new business thinking, and is in demand as a keynote motivational speaker specialising in sales, marketing, negotiating, attitude, success and leadership.