



## For Immediate Release

11 October 2006

### Taking Your Business to the Next Level

Despite tough market conditions, there are certain businesses that continue to go from strength to strength. While some may put it down to luck, business owners can now learn the deliberate strategies these businesses put in place to ensure they not only survive, but understand how to thrive.

Now in a public workshop on the Central Coast, by one of Australia's most sought after business coaches, Tony Gattari, business owners can learn from a man who has hit the highest of successes, as well as experiencing the hardships of closing of businesses.

As the General Manager of Harvey Norman Computer and Communications Division, Tony Gattari was at the forefront of Harvey Norman's domination of the PC market. He oversaw the growth of the division from \$12 million to \$565 million in 9 years. Tony has recently been the Managing Director of a publicly listed company and was previously the CEO of a successful technology company.

As a business advisor and commentator, Tony now trains and advises over 90 businesses including Australia Post, Gloria Jeans, Rebel Sport, The Good Guys, Australian Geographic and Domayne, just to name a few.

"The greatest challenges are managing cash flow, sales and marketing, motivating and supporting winning teams and having the time to do everything that needs doing" Tony explained.

"I like to strip things down to the basics. In my time in running and advising companies, I have found that there are some basic principles, which every business should follow. These work for every business no matter how big or small they are," he added.

Businesses can learn the secrets of how Tony builds businesses, and how any business can be a market leader. The 'Business Developers Series' workshop covers:

- Get the mindset of the business owner right
- Stabilise your business before you accelerate it
- Multiple marketing strategies that will rapidly grow your business
- Build a high performing team that gets the results that you deserve
- Loyal customers for life

#### **The 'Business Developers Series' Workshop**

Monday 6<sup>th</sup> November 2006

Forresters Beach Resort, 960 The Entrance Rd, Forresters Beach NSW 2260.

6:30pm for a 7pm start

Your Investment: \$25

#### **For more Information Please Contact**

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## **About Tony Gattari**

*Owner and Managing Director, Achievers Group*

Tony was the General Manager of Harvey Norman Computer and Communications Division where he oversaw the growth of the division from \$12 million to \$565 million in 9 years. Tony has recently been the Managing Director of a publicly listed company and also been CEO of a successful technology company.

His clients include Apple Computer, Australia Post, Domayne, LG Electronics, Mortgage Choice, Rebel Sport and many others – large household names and more than 90 small to medium sized businesses. Making a difference in peoples' lives!

