



# LEADERSHIP – PERSONAL & PROFESSIONAL PROFILE



## THE SPEAKER / MENTOR / TRAINER

Over the last 50+ years my teams and I have delivered billions of dollars' worth of change in diverse industries including construction, water and waste-water, ICT, business development, continuous improvement, regional and community enhancement, security, safety and training – in public, private, NFP and small business.

During those years I've met incredible people and had such people in my teams who have gone beyond the basics of their role descriptions to ensure that goals and objectives were achieved within the vision required that I encouraged them to help form. They were fantastic leaders in their own right!

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In speaking with audiences, I tell some stories of what has happened doing those adventures and what my team members and I learned that can be applied elsewhere.

Hints and tips are drawn from those experiences with diverse people, some of whom thought initially that activities required of them were impossible – but, they learned to learn and do with the help of the rest of our team members.

It is my hope that these stories might inspire members of the audience/individuals/teams to put their dreams into action and develop the self-motivation needed to exceed their expectations. At the end of the day, it doesn't matter what others think of you but rather what you think of yourself. However, to influence others one needs to remember their own humanity as well as that of others; to positively take other people on the journey with them to achieve great things through loving **Perspective + Respect + Service**. In doing so, you can be proud of yourself and what you've achieved with others.

Ask us how we can help you improve revenue/reduce costs in any business. Joint ventures/board posts, podcasts, interviews welcome. Contact can be made through the details inside. Please leave a message, if we cannot talk at the time of your call.

Neville Garnham (Brisbane +61 7 3199 4799)

# THE ULTIMATE METHODOLOGY — EXCELLENT PEOPLE

*People skills enhance technical skills & stop profits/careers falling through the cracks in activity*

## SOME PROFESSIONAL ACHIEVEMENTS — Strategic & Organisational (P3M Initiatives)

- Key leader in amalgamation of three teaching schools into a new tertiary institution (NCAE)
- Transformational change in LGA to customer-service focus (*internal & external*) - coupled with introduction of Corporate Planning, Program Budgeting, Continuous Improvement and other related programs
- Transformational change from 20<sup>th</sup> Century non-digital service and regulatory organisation to 21<sup>st</sup> Century predominantly technological self-service in a State Department by considerably enhancing efficiency.

## Innovation

- Profitable sale of Real Estate data at Local Government level (*subsequently assumed by State & out-sourced to private suppliers from State database*)
- Profitable sale of pre-loved-vehicle data at State level (*subsequently passed to Commonwealth body*)
- Multi-staged procurement across ICT, ITS and geo-spatial (*GPS, GIS, gyroscope, odometer*) technologies for State government systems covering public & private bus, rail and ferry passenger services.

## Continuous Improvement

- "One-stop shop" for total local government customer service across all functions at single service points
- Development of in-house and on-the-job training programs for multiple staff in various organisations, private and public (*across three tiers of government*)
- Key leader in a Knowledge Management program to enhance staff access to information resources and thereby improve customer service & productivity
- Led the introduction of a Community Needs Analysis (*research-based statistical analysis*) of interviewed selected members of LGA communities to enhance planning between elected representatives' ideas and objectively collected data about needs and wants.

## Business Development

- Training in the real estate industry and other SME businesses - business improvement & ICT systems
- At least 100+ other programs/projects covering operational enhancement, capability development, knowledge management, service channel efficiency and overall business performance improvement.

## Construction

- Relocation & construction of a heavy industry protective coating business & business advice
- Development of low/medium density houses/units
- Commercial manager (and Client Superintendent) for water and waste-water construction for a 10-year \$3.2 billion infrastructure construction program.

## Local/Regional Development

- Establishment of Regional Development Board across surrounding local government and regional areas
- Establishment of Safety Initiatives and Local Tourism Boards in major tourist area in Queensland
- Establishment of an Arts & Performance Centre (*including movie theatres*) in major regional area.

## Programs/Projects in Various Organisations

- Key leader in development and regular review of program/project methodologies for State Government

- Facilitation and mentoring across many other programs/projects and their project leaders and teams
- Multiple innovative submissions to various organisations to obtain funding or legislation changes or other important benefits from those bodies
- Many other programs/projects across strategic, innovative, continuous improvement areas including significant ICT and legislation changes in departmental, corporate and SME environments
- Establishment and mentoring for staff in PMO facilities.

## Small Businesses

- Licensee of Real Estate Agency – including sales and property management and development
- Owned and operated bistro and takeaway food business
- Owned and operated a wholesale food distributorship
- Consultancy businesses – productivity, leadership, P3M training, team building in effectiveness and efficiency.

## Director or Consultant Roles (Community & SME)

- Theatre Company / Creative & Performing Art Company
- Child Care Centres and other SME businesses.

## KEY BUSINESS INTERESTS -

- Dramatically improving productivity by minimising the hard costs of poor people skills through effective and efficient training that is monitored until its embedded
- Maximising integrity in processes associated with project/contract management, tendering, expenditure of public (*ratepayer or taxpayer*) or private (*shareholder*) or NFP funds through training and process re-engineering
- Mentoring to develop leadership in whatever role people undertake, and, mentor organisational leaders of the future in their thinking, communications and actions for succession planning in organisations
- Public speaker and advocate in the above areas, and, also as an ambassador for key charity interests listed below.

## PERSONAL PROFILE

Neville Garnham is an entrepreneur, sought after public speaker and educator, a successful business owner, corporate manager, author and a medical success story.

Growing up in Newcastle, Neville was extremely unwell from a young age, with chronic lung problems that would follow him through life. At nine years of age he was told he'd be dead within ten years *or so*. He proved his ability to overcome this challenge from a young age by defying doctors' advice not to play sport and completing activities he was told he should never undertake.

This resilience coupled with an independent streak and an entrepreneurial spirit obvious from childhood, led to a life and career of great impact and service to others.

Playing A grade tennis and squash into adulthood, Neville continued to astonish his specialists. In his teenage years his penchant for self-improvement books started a lifelong thirst for personal development. After spending seven years studying for the priesthood he declined to be ordained, believing he could better serve humanity outside the formal structure of organised religion. He studied extensively in philosophy, theology, history, languages, law, ethics, psychology, economics and accounting.

Neville then set out on his professional career and rapidly climbed the corporate ladder, further expanding his skills. After working part-time while studying, he started full-

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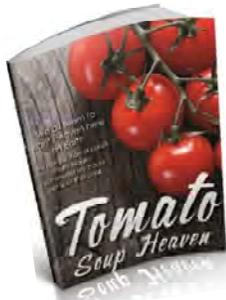
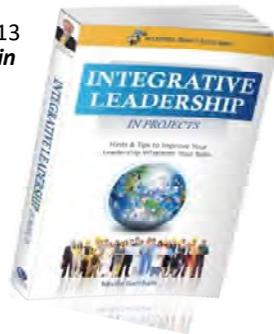
*People skills enhance technical skills & stop profits/careers falling through the cracks in activity*

time as a medical representative for a pharmaceutical company before moving to the Housing Commission of NSW and then Newcastle College of Advanced Education.

He then decided to operate his own business – a takeaway food bar and bistro – before the long working hours and health concerns brought about a change in direction. His skills were in demand as he consulted for many companies in a range of different specialities, before taking up senior roles with Gold Coast City Council. During his 10 years there he implemented some incredibly large and important projects that left a legacy in the Gold Coast area and subsequently more broadly throughout Australia.

More recently, Neville has owned and operated a real estate agency, then worked in senior roles in the transport sector in Queensland (*where again some of his ideas flowed to the State and subsequently spread throughout Australia*) and then to Brisbane City Council, before becoming a sought-after speaker and educator in the field of project management. He has presented practitioner guest lectures over recent years to post-graduate project management students at the Springfield campus of the University of Southern Queensland and has lectured at Bond University on Queensland's Gold Coast.

His first book was published in 2013 entitled *Integrative Leadership in Projects*. This was followed in 2015 with a series of "war stories" from the trenches of management in an ebook available on Amazon entitled *Tomato Soup Heaven*.



As a successful business owner Neville is currently working to grow his business **Today4Tomorrow Group Pty Ltd**. His focus is on influence through leadership; thereby increasing revenues and reducing costs through developing adequate PQ (People Skills) in individuals and teams, which are much needed in all aspects of personal and business life. Services include project services, consultancy, coaching and training, mentoring executives, inspirational public speaking and philanthropic works.

Neville has travelled extensively for work and pleasure, including throughout Australia, the UK, Europe, South-East Asia and the Pacific Islands.

He is or has been a member of many professional bodies and associations including the Australian Institute of Project Management, Chartered Institute of Purchasing and Supply Australia, Australian Council for Educational Research, Institute of Public Administration Australia and the Institute of Arbitrators and Mediators Australia (*having retired from the Queensland Chapter Committee in mid-2014*), at which time IAMA affiliated with LeadR. He is a Probity Adviser and Auditor.

Neville lives in Brisbane. He has two sons of whom he's very proud, one of whom is in a senior IT position in Queensland's school system. His other son is a Partner for Deloitte in London, where Neville likes to visit his granddaughter, grand-son and their family when the weather's not too cold.

## KEY CHARITY INTERESTS –

- Cancer and cancer-related not-for-profit and charity organisations, especially those that directly assist children with or those who are survivors of cancer and their parents.
- Cancer research organisations and foundations.
- Organisations endeavouring to deal with and prevent the tragic trauma of domestic violence and relationship breakdown, especially the effects on children.
- Organisations fighting for the right of disabled people to live a fulfilled life according to their personal capacity to contribute to society in one way or another. Disability includes non-visible ones, eg mental illness, depression and many others.
- Organisations seeking to develop personal leadership in people no matter who they are or what they do or believe they can (*or can't*) do, and, mentoring leaders of the future in their thinking, communications and actions for success in all aspects of their life.
- Public speaker and advocate in the above areas.



*What you do today and what you don't do today impacts tomorrow!*

Business: **Today4Tomorrow Group Pty Ltd**

Position: **Founder, CEO & Managing Director**

Incorporating: Today4Tomorrow Project Services (Consulting)  
Today4Tomorrow Training Services (Training)  
Today4Tomorrow Training Plus (Executives)  
THE Productivity Philosopher (Coaching/Mentoring)

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Instagram: <http://bit.ly/2fprvij>

**CONTACT US – ABOUT HOW TO IMPROVE YOUR BOTTOM LINE THROUGH ENHANCING PEOPLE SKILLS IN YOUR TEAMS ... MANY SUCH COSTS GO UNRECOGNISED THOUGH PRODUCTS/SERVICES ARE DELIVERED TO PEOPLE, FOR PEOPLE, BY PEOPLE. MAKE YOUR TEAM(S) THE BEST!**

**PODCASTS / BOARD POSTS WELCOME**

**JOINT VENTURE OPPORTUNITIES WELCOME – SPEAKING AND TRAINING ENGAGEMENTS WELCOME WITH PEOPLE / ORGANISATIONS INTERESTED IN MAKING A DIFFERENCE THROUGH PEOPLE FOR BUSINESS AND/OR LIFE!**

**JOINT VENTURE ENGAGEMENTS IN AUSTRALIA, UK, EU, CANADA, USA & SINGAPORE PREFERRED AT PRESENT.**