

Speaker Profile

Phil Preston

The Collaboration Guy



*Commercially Smart & Socially Good
Strategies | Moving Beyond CSR*

In an era where competition is high and trust is low, Phil helps businesses, government and NGOs unlock value using commercially smart and socially good strategies - the new frontier for productivity, growth and competitive advantage. He has the rare ability to convey complex, transformative business ideas in engaging and entertaining ways.

“ **Phil’s engaging style, thought leadership and practical case studies added huge value to each delegate and the overarching program.** - Australian Food & Grocery Council

Thanks Phil for leading us through partnerships and collaborations that push the boundaries ... Excellent presentation! - Executive Management Council of Australia

Your presentation was creative, engaging and set the scene for the rest of the day - NSW Local Land Services

Phil pitched his presentation just right for our audience, and in a very thought provoking and entertaining way - FICPI Australia

Phil helps executives and leaders link their commercial objectives with societal needs, creating win-win outcomes instead of adversarial win-lose relationships - it’s the new frontier for productivity, growth and competitive advantage.

He shifts the conversation away from negative business impacts and into a positive, value creation zone. It’s the number one message you and your people need to hear!

Phil brings the concepts to life using examples and equipping audiences with next steps and immediate actions!

Backed by his experience applying strategic collaboration tools and techniques, and his own personal journey, Phil empowers audiences to think outside the square and take their work performance and impact to the next level.

A former investment team leader responsible for \$40 billion of global assets, he left the corporate world to follow his passion for making a difference at scale, pioneering the shared value principles outlined by Harvard’s Professor Michael Porter and strategic philanthropist, Mark Kramer.

With Phil’s easy going, entertaining and engaging delivery style, what’s not to like?

Phil travels from Sydney (or LAX for US assignments)

Make contact via phil@philpreston.com.au or call +61 408 259 633

Phil's Topic Areas:



Commercially Smart & Socially Good: Identifying profitable business initiatives

How to create cutting edge strategies for revenue growth and productivity

Most suited to...

- Company board members, executives and leaders
- Senior managers, professionals and specialists
- Executive education forums

Audience Benefits

- Identifying profitable market opportunities
- A new lens for productivity and competitive advantage
- New thinking that's driving business improvement
- Linking profitable business with purposeful work
- What this means for your business

Learning

- The core features of new and collaborative approaches
- The mindset shift required for win-win outcomes
- Leading corporate strategies analysed and explained
- The different types of strategies and their payoffs
- Tips for dealing with the human side of the process



Moving Beyond CSR: Taking your social initiatives to the next level?

Applying 'shared value' principles to take your CSR agenda up a notch

Most suited to...

- Company board members, executives and leaders
- CSR & Sustainability personnel, professionals, innovators and change makers

Audience Benefits

- Learning how to increase their return-on-investment in CSR
- Creating greater impact at scale
- How social and environmental factors can drive business growth
- Strategies for talent acquisition and retention
- Innovative ways to address inclusive growth and SDG goals

Learning

- About 'shared value' principles and how they differ from CSR
- Key success factors when working with new partners in new ways
- Leading corporate strategies analysed and explained
- Different ways to uncover strategic opportunities
- Tips for dealing with the human side of projects and processes

Phil's topics suit a broad range of audience types: executives, leaders, senior managers and professionals looking for innovative ways to get an edge as well as those seeking greater meaning and purpose from their work.



Engaging Business in Social Challenges: Strategies for government and NGOs

Tapping into private sector resources to solve social problems at scale

Most suited to...

- Government and NGOs
- Boards, executives and leaders
- Senior managers and professionals charged with policy and impact outcomes

Audience Benefits

- How to access private sector resources at greater scale
- A framework for moving from funder to facilitator
- Aligning multi-sector partners and stakeholders around change
- Accelerating project timeframes
- A process for taking ideas through to outcomes

Learning

- How to uncover opportunities
- Tips for effective business engagement
- The mindset shift required for win-win outcomes
- Examples of successful approaches
- Insights from place-based projects
- Tips for accelerating project timelines

Phil's approach ensures audience members come away energised and enriched by the experience.

Workshops, working sessions and tailored briefings are also available.

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