

Testimonials for Toby Travanner

Toby presented to a group of Senior TV Executives and tweaked his technique throughout to suit the group. His organization and preparation was well thought out and catered to the audience. Toby was able to capture the interest of the group within a short period of time. He was dynamic without being too overpowering or condescending and approached everyone as individuals (made an effort to learn names quickly) rather than assuming they all had the same learning techniques. He was dynamic, captivating and engaging which ensured the group maintained focus throughout the entire session. Toby is personable, down to earth and knowledgeable, therefore a pleasure to work with. Toby's delivery techniques were excellent. He got to know his audience very quickly and tailored his delivery to suit us. He was flexible and happy to bend with the breeze when asked to add/delete items to/from the agenda. I would most definitely recommend Toby to other organisations, in fact we would be delighted to use his services again in the future.

Tim Worner
CEO
Seven Network Australia

I met Toby at a DHL executive program and was so impressed with his work that I asked him to come to Singapore develop a one-one presentation skills course for myself and my direct reports. I thought that he did a fantastic job. The material he presented was very poignant and delivered in a very upbeat and accessible manner. He has a great ability to relay realistic and useful strategies that have made a noticeable impact upon my executive members and myself. I would recommend him/The Learning Company to anyone.

Scott Price
President and CEO (2007)
DHL Express, Asia Pacific

I would like to take this opportunity to thank you for always delivering the goods in your training sessions. Having attended numerous of your sessions over the past four years, both as a client and as a general participant, I must say the experience was equally beneficial on all platforms. I find your method of content delivery extremely informative and inspirational. Based on the feedback I've received from our Team Members that have attended your sessions around the country, I would have to say my view is definitely mutual.

Courtney D. Johnson

***National Training Manager
Fone Zone***

Toby has trained all the Corporate staff at Crazy Johns including the sales and admin staff for the last 2 years.
He has taught them sales techniques and customer service skills.
Toby is energetic, informative and entertaining.
His ability to capture and maintain the attention of the class is exceptional.
Toby's ability to impart knowledge to people regardless of role and level of intelligence is amazing.
Our staff are more informed and equipped with the tools and skills that are required to effectively deal with customers and increase sales after training with Toby.
He is very passionate about training and makes it easy to learn.
When he talks you listen.
Learning is easy.
I recommend Toby to anyone in any organization.

***Bill Asimakidis
National Corporate Manager
Crazy Johns Business & Government***

I have seen a lot of MCs and found Toby to be excellent. He was an excellent MC and facilitator for the executive forum hypothetical. His questions were well versed and suited both my objectives and thoughts in a positive way/manner/light. His interview technique is interactive and respectful of people thoughts – he never spoke over the top of anyone. His ability to engage the audience is fantastic. His vitality, enthusiasm and confidence was infectious and left everyone feeling good. He was a pleasure to work with and his organization and information was tight and clear at all times. I absolutely recommend Toby and would like to use him myself.

Toby's presentation on the hypothetical was well presented and thought provoking. Questions were well researched and formulated. Participants were made to feel comfortable and at ease at all times. Thank you Toby.

***Nick Crabb
Manager Tourism and Development
Qantas***

"Is there an MC in Australia that works harder than Toby Travanner? Clients often don't see how much work goes into running a successful conference. From 6.00 am to midnight there's a reason that Toby is Australia's most in demand MC. Cool, calm, professional, great sense of humour, humble and perfect for your next event or conference."

Steve Van Aperen
The Lie Detector Guy

From the initial contact with The Learning Company through to Toby's delivery the outcomes were faultless. The extensive research that Toby did due to the diversity of the cultures attending the event and the background on the Global IT company that was recognizing the attendees shone through during the events.

Toby was recommended by Solution RED when the client required an MC for the Gala Awards Dinner. During the briefing process it became evident to my client from Singapore that his talents were far broader. And so the journey began.

Welcome Dinner MC, Conference MC and Facilitator, Team Building Guru and at times English teacher! Toby knew that his research was vital, communicating with seven groups where English was the second language, should have been a challenge but no. Toby created visuals, signs and interpreters where possible. They were fascinated and requested he be included in their offsite dinners.

All keynote speakers were from the Global IT company, some of whom had never presented to an audience of this size. Toby ensured that they had all the necessary tools to enable them to communicate, interacted with them when he saw them struggle and added Trainer to his list of tasks. Toby has an astounding level of energy that is hard to keep up with and even harder to fault. The highlight of all the events was when Toby took to the floor and waltzed with the Asian President who had not danced in front of her peers before.

Being the professional that Toby timing is everything. When keynote speakers were on stage he was ensuring that the next presenter was in the wings and that the audio visual technician was fully prepared for each speaker's requirements. Solution RED are qualified raving fans of both Toby and his company. He made us look good when we recommended him to our client and we will continue to use him internally for our sales coaching and customer service training.

Rhona Walker AFMEA
Managing Director
Solution Red

"You not only did a great job, you made our country look professional in front of a global leader"

Alisa Camplin, Winter Olympics Gold Medallist
(after Toby interviewed Dr Condoleezza Rice)

Toby was an excellent MC and facilitator at the National MEA Conference and Gala Dinner. He was well prepared and researched and helped underpin the background and knowledge of each interviewee. He is engaging and designs his presentations to maximize the audience participation. He keeps things moving at all times and meets objectives beautifully. Toby is able to engage the audience through the use of his strong presentation skills and expertise in the subject matter being presented. His personality and professionalism shines through and makes it easy to work with him. He is open and communicative when preparing and managing events. He has a great ability to handle last minute changes extremely well and made it his business to ensure that the event ran smoothly. He is an enthusiastic and charismatic speaker who is highly entertaining and up there with the best facilitators in Australia

Shawn Ket FAIM
General Manager
AIM Australian Institute of Management QLD & NT

Increased sales of a new product offering through the enhancement of product knowledge and understanding of the value proposition to the customer and channel partners.

Toby had an excellent understanding of the product and industry
Yes, entertaining and informative, easily held the audiences attention for an hour and half.
Excellent presentation
He is an amazing presenter

What can you say, Toby's energy and delivery style is superb, it captivated the audience

Darren Clarke,
Queensland State Sales Manager,
Telstra

"Toby is the best all round conference MC and facilitator in Australia today."

Carson White
ICMI Speakers & Entertainers

(Toby) Is Excellent

To communicate, facilitate and demonstrate wireless technology changes to our channels. As well to educate how wireless technology works, what the offers are, dispel myths and detail the associated benefits.

On-the-night feedback and post roadshow sales performance has meant definitely a ten out of ten.

Engaging, interactive and full of energy, all at the right times!

Toby's demeanor and delivery have been enjoyed by our staff for a number of years now. Staff continue to comment all around Australia that one of the reasons they keep coming to these events is because of Toby's informative and engaging style.

Toby takes directions well and easily adapts to last minute changes, both in content and event details.

I find Toby's persona, experience and forward approach to the job at hand, allow for beneficial discussions to take place – if he's seen an opportunity to do things a little better on future shows.

In my experience Toby takes a holistic approach to working with his clients. He is a key asset in planning and production of events, from conceptualisation to delivery.

Notwithstanding his talents as an MC/facilitator, Toby is also a contributor to all facets of event management, AV or other. His support in this manner is tremendously beneficial, particularly during the odd dire event management situation.

As an industry observer, as well as his ability to 'capture the audience', Toby is regarded as a clear reason we have been able to have so many successful events.

Ben Stein,
Senior Event Manager
Telstra

I think Toby is one of the better MCs I have seen so far, he has a great way of building relationship with the audience. Toby is very clear in his directives and has a great way of giving people the platform they need in front of the audience. From the little I have seen and the feedback I received, Toby has certainly made a positive impact on the conference. Easy to work with, proactive and reliable. Delivery techniques were very professional. Very flexible in housekeeping and accommodating last minute changes. Certainly recommend TT as MC/facilitator and the like.

Thomas A Kessler,
Product Marketing Manager
Telstra

Toby was originally retained by Meetings and Events Australia (MEA) to participate as a Convener of some concurrent conference sessions during their 2006 National Conference, and to perform the duties of MC for the 2006 National Awards. Due to the withdrawal of the key MC for the Conference because of serious illness the night before the commencement date, Toby practically was MC for the entire four day event. His task was made more complex by being requested to MC plenary sessions in conjunction with a representative of a Sponsor speaker's bureau.

Toby's research and resultant understanding of the issues confronting the global Meetings, Incentives, Conventions and Exhibitions industry was and is outstanding. For example, part of Toby's massive task for the event, was to convene a panel discussion regarding evolving technologies for the meetings industry. As a participant of this panel, I was contacted by Toby prior to the event and briefed on the type of discussion that would be pursued during the event. This ensured that whilst the discussion was spontaneous with audience participation, contributors were appropriately prepared to disseminate the maximum amount of information relevant to the audience.

I find Toby to be a true "chameleon" in his style of presentation and communication. That is, he is adaptable to the type of audience or situation that confronts him. I have witnessed Toby over a number of years now adapt to seeking procedural compliance in focus group discussions, to being "light" and entertaining in dinner presentations or the opening of events. His adaptability makes him ideal for the flexibility required in a multi-faceted event.

Toby is absolutely engaging. His professional training in terms of communication techniques and body language are evident in retaining the absolute attention of his audience, when it is required. I have yet to witness Toby's involvement in any event, where you would describe his involvement as "dragging on", which can commonly be the case for presenters with whom part of the audience cannot relate.

In short, Toby is a consummate professional that is very difficult to "throw" even in the most challenging of circumstances.

Toby can be intentionally challenging of an audience to extract feedback or information to contribute to the goals of an event or meeting. Comparably, he is easily fun and entertaining where this becomes conducive to what is required. His techniques are clearly adaptable and calculated to be effective.

In short, I would be pleased to work with Toby again. What more can you say! Further, I would be pleased to offer my reference or recommendation to work with Toby personally.

Andre Moten
Director & General Manager,
Business Analysis & Solutions
Corporate Travel Management

On behalf of the team at PLAN Australia, our members and our conference sponsors I just wanted to express our appreciation for the professional, energetic and innovative contribution you made to our 2006 series of member conferences as Master of Ceremonies.

The MC of a series of conferences like ours is critical in ensuring the smooth flow of proceedings, keeping speakers on track and the audience involved. Throughout the five conferences your energy and enthusiasm were infectious and, people responded accordingly.

Our Broker of the Year Awards Dinner and Sponsors' Welcome Function, on top of a full day's conferencing were demanding and in both you were entertaining and the consummate professional.

I sincerely recommend your services to any group or organisation in need of professional, effective and creative support.

Ray Hair
General Manager
PLAN Australia

Toby was the consummate professional – perfect for the role. Despite a somewhat limited briefing, clearly Toby conducted a good deal of private research on the speakers and their subject matter.

His summing up and interviewing of the speakers after their presentations was incisive and contributed greatly to the summation of each presentation, and the overall quality of the program.

I look forward to booking Toby next time.

Paul Kerr
Aim Higher Marketing – Australian Steel Convention

As a fellow speaker, I have had the privilege of working with Toby several times at conferences and on national corporate roadshows. Toby's preparation as an MC is second to none. His attention to detail re introductions, content, overview of proceedings and his unique ability to support your professional needs, put you totally at ease and create partnership, are to be highly commended.

He displays enormous genuine enthusiasm, he's articulate, appropriate, respectful, intelligent and creatively spontaneous Toby is also a wonderful facilitator. He is always "on top of" the theme, and brings rigour and his entertaining style to any inquiry/discussion...all the while, supporting participants 100% to look and be their best.

Every audience I've seen Toby with, adores him. He's naturally "like-able" because he is the consummate professional, and confident without being egotistical. Toby has bucket loads of personality and enthusiasm which endears him to his audiences. You can't help liking Toby! He recently became MC at a huge conference within a moments notice and had the 600 delegates in awe of his ability to step into this enormous responsibility so easily.

The most wonderful thing about working with Toby is that you just know that nothing can "go wrong". Every unexpected thing that is thrown his way will immediately be handled with grace, dignity or humour. Recently at a conference, the Running Sheet was changed without any chance for consultation. I was now closing a conference that had already taken the audience to an incredible "High Point". With one look at Toby we both instinctively knew that we had to "raise the bar" to a new "finishing high". Toby glided onto the stage and moved a chair which had been accidentally left in front of the lectern, I delivered the presentation (free to seize every opportunity to make this a bigger finish) and Toby rode on the wave of spontaneity, wrapping the conference up seamlessly without the audience even suspecting what was happening for us. I can count on and trust Toby 100%. That's "golden" in our industry...and when you are running an event or conference.

Robyn Moore (Speaker)
(Considered by many as the most successful female speaker in Australia)

You are an awesome MC mate. You predicted what everyone needed before they thought of it themselves. I've never seen that. Also your stage presence is fantastic!

I must keep you in mind when someone asks for an awesome MC or when I need one myself.

Anh Do
Comedian, Author & Keynote Speaker

Seriously, I wanted to let you know personally that I was totally impressed with your performance at ASBA 2009 - as our "Link Presenter"!!

I don't think we could have had a more appropriate person to MC our Conference. You did it so well. I admired the way that you did the (brief) introductions, the way you "Worked the Room", the fantastic summaries and your energetic and entertaining demeanor. You did everything we asked, you made terrific suggestions and you carried everything off without any fuss.

It was a pleasure to work with you and I thank you for helping (ensuring, orchestrating) to make it the best ASBA Conference (in 8) that I've been to.

Vic Gibbons
Association of School Business Administrators

Toby was fantastic. He pulled everything together on our behalf, went the extra mile and was happy to pick up things we hadn't fully worked through.

Fully enjoyed working with Toby. The audience loved him and we would welcome the opportunity to work with Toby again. Highly recommended.

Amanda Rogers
Danks Australia

You manage the event superbly, build a rapport with the audience, keep the speakers in check and whilst you are obviously confident and in control, there is never any evidence of arrogance!

Merle Boniface
Association of School Business Administrators (ASBA)

I just wanted to send a huge thank you to Toby – our training session with Toby last week exceeded my expectations, our sales team enjoyed the workshop very much and it has thrilled me this week to hear them on the phones and see them with client's putting their training into action. The feedback from the team and from our General Manager has been absolutely wonderful.

Lauren Lacava
Melbourne Racing Club

To date I found this to be the most beneficial, and relevant sales training I have ever been through, and honestly believe that some of the knowledge and skills developed change my way of thinking on a day to day basis.

I found your approach and knowledge very relevant, and you found a way of communicating that made sense to me.

Jonathon Hewitt
Data Mobility Voice

Toby

One word about your performance – SENSATIONAL!

Barry Markoff
Franchise Council of Australia

Toby was just amazing and a very strong facilitator and MC. A great choice. He was also a very lovely guy who it was a pleasure to meet.

Shannon Stacey
The Launch Box - Small Business BIG Marketing

A quick note to thank you for your excellent work at the Volvo Sales Conference. It was a pleasure to meet you, and you made an entertaining and effective contribution to the programme. I especially appreciated the way you concisely wrapped-up each presenter's content, to drive home the key messages.

Julie Skerman
Marketing Manager, Volvo Group

Well, you certainly set a new benchmark for facilitators at conventions. As you can imagine being a large convention facility we witness many talented MC's of conventions, however in our opinion you stand out amongst the best.

The team at the Gold Coast Convention and Exhibition Centre want to thank you for doing such a fabulous job. Your professional manner combined with your ability to stimulate interaction with the delegates is a rare talent.

Adrienne Readings
General Manager, Gold Coast Convention & Exhibition Centre

We have used the Learning company for Mobile sales Training for both the Sales and Dealers... The feedback has been nothing short of fantastic.

... 'the best training I have ever had' is the normal feedback

In my view, when it comes to sales training the Learning Company (& specifically Toby Travanner) is the BEST in the business!

Nick Antonopoulos
Director Business Partner Channels
Telstra Business & Government

Toby was simply a delight to work with. As the MC for the business conference he was extremely well prepared and clearly on top of the subject matter which enabled him to facilitate the various speakers and build a strong rapport with each speaker and the audience. His ability to absorb and reflect the presentation and discussion material from each session and conduct 'reflective' and 'interpretative' summaries and wrap-up sessions was invaluable and worked to bridge different sessions; whether successive or not.

His continued energy and enthusiasm was clearly evident to the audience and his ability to put people at ease and work with a variety of different speakers and presentation sessions maintained the momentum of the conference agenda and was definitely a key contributing factor to the success of the conference. We would have no hesitation in recommending Toby.

Eva Bonacci
NEC

I am writing to thank you for the superb workshop you led last weekend.

The Seven Figure Speaker System is outstanding in its content and application. I had very high expectations and they were exceeded in every way. I have no hesitation in recommending you and the program and would be delighted to be a referee in the future.

David Wright
Wright Management Consultants

"Toby is hands down the best corporate MC working in Australia today. I can attest to this as I've had the pleasure of working with him over many years and he has not been surpassed.

What has, and continues, to impress me is Toby's thirst for knowledge and enthusiasm to go the extra mile. He completes his own research - beyond brief - and is always one step ahead. The fact is he clearly enjoys what he does and that emanates through his presentation style. Clients love him, audiences adore him and I always look forward to working with him."

Darren Vaughan
DRV Creative

Having set aside three days recently for the "Our Sporting Future" workshops and conference, I was anticipating that the sessions would generally be of passable quality, with occasional high points.

On reflection, I am compelled to admit my preconception was wrong. Aided largely by your skill and competence in acquitting your role, and as a result of the very high quality of each of the sessions, it was one of the best conferences I have ever attended anywhere, in any field of endeavour. It was entertaining, informative, and exciting. By exciting, I mean that the conference served its purpose of not only painting a picture of what sport might look like in the future in Australia, but also giving an abundance of good reason to believe that we, as the leaders of the sporting community in Australia, are well placed to realise that future.

Thank you again for your contribution to what has become a very valuable experience for our sport.

John Lee
President, Squash Australia