

Global Business Camp 2027

LEAD PRESENTER



1–3 March 2027
Crowne Plaza
Surfers Paradise



John Tsoulos

GLOBAL BUSINESS CAMPS LEAD PRESENTER

Having worked closely with businesses from different parts of the world, John Tsoulos, our lead presenter, has more than three decades experience in applying business development programs producing excellent results.

John has presented at conferences, business building and team building events along with the highly respected Global Business Camps across Australia, New Zealand the USA.

In 2001, John developed the *6 Secrets™* to any business, whilst creating the original business camp program. The event was first run in 2002 for 47 people in South Australia, eventually going National in 2006.

With 30+ National events now completed, the content of the program has evolved bringing in hosts of new strategies, ideas, and thought processes, but the fundamentals of the *6 Secrets™* remain.

John is a focused, dynamic and passionate presenter and a true believer that the content of the program will deliver significant uplift in any business, in any industry..

“Every Small to Medium Enterprise (SME) should come to the camp, it will completely re-engineer the way they do things and, in turn, give them a better business and lifestyle. They will learn how to build stronger and more resilient businesses and create better value.”

Over the 3-day camp, John will take you through:

- > The *6 Secrets™* of any successful business. This simple yet powerful concept will give you a structured starting point to start the journey improving the performance of your business.
- > The *5 Key Business Building Strategies™*.
- > How to apply systems that will improve your business.
- > How you can profit by working ON rather than IN your business.
- > How to calculate the real value of your business and what you can do to increase that value.
- > How to increase the profitability of your business but NOT at the expense of your quality of life.
- > How it is the *“Little Things”* that have a profound effect.
- > Benefit from the experiences of other business people.

Some of the things you will work on:

- > How planning ensures you can manage the things you can control.
- > The impact of beginning with the end in mind and how it dramatically can alter how your business moves forward.
- > Drill in and look at the *5 Key Business Building Strategies™* – showing you how little changes can have profound effects on your business.
- > Look at the *5 Dysfunctions of a Team* and how by tackling them can multiply your businesses service levels and in turn your profits.
- > Learn about the *Value Gap Test™* and start to work on it.
- > You will be introduced to the *5 Steps to Successful Succession™* – this alone will ensure you obtain a much higher price for your business.

You will also have the opportunity to meet and network with other people who are business people just like you. You will be able to combine the shared experience of the group with your own resources to work on the specific issues your business is faced with.

The 3-day program gives you the tools to re-engineer your business.

All you need to provide is an open and inquisitive mind and the courage, confidence and vision to implement the changes necessary to launch your business to new levels of profitability, growth and success.



Understanding the numbers



Michael Cotsios

Michael is a qualified accountant with over eight years experience in the accounting industry, specialising in taxation and business advisory.

He works closely with businesses to provide clear, practical guidance on compliance, financial management, and strategic decision making.

Michael is committed to helping clients understand their financial position and implement effective strategies that support sustainable growth and long term success.

Michael will be running the financial management session.

In this session, he will cover the importance of managing your business by understanding the numbers, getting the most from your financial statements, using trend and ratio analysis to make better business decisions, and managing cash flow so your business can survive and thrive.

The focus of the session is on helping you get the most out of your financial statements. They are not just documents to glance at occasionally. They are critical business tools that should be reviewed regularly.

Michael will also highlight how meeting with your advisers monthly or quarterly can dramatically improve your business's profit and value, and in turn, improve your life.



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