

MATTHEW BURGESS



MATTHEW BURGESS

BUSINESS FOUNDER

AUTHOR

ENTREPRENEUR

www.matthewburgess.com.au

KEY INFORMATION

Around 20 years of proven results in helping advisers improve performance

Regular favourite at leading conferences

Guaranteed results focused content, supported by publications and an unrivalled webbased platform

LEGAL

ENTREPRENEURSHIP

THE DREAM ENABLER

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Having presented over 100 seminar and training programs a year every year since 2001, Matthew Burgess has carved out an enviable reputation.

Matthew presents for many industry associations, accounting firms, financial advisers and commercial businesses both in purely technical areas for advisers as well as more practically focused sessions for clients directly. In recent years, an increasing focus of Matthew's presenting has been *The Dream Enabler*. This series of presentations leverage the unprecedented access to the philosophies of extraordinarily successful entrepreneurs Matthew has worked for.

Following the outstanding business success that Matthew has enjoyed and the ideation, creation and successful launch of ground breaking new business models, Matthew has also developed a number of 'adjacent' speaking areas to his strict legal discipline.

MATTHEW'S THREE SPEAKING PLATFORMS:

- LEGAL
- ENTREPRENEURSHIP
- THE DREAM ENABLER

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Being a true disciple of the '10,000-hour rule' (as popularised by Malcolm Gladwell in his book 'Outliers'), Matthew has already achieved 10,000 hours of presentation time.

Having also achieved the critical 10,000-hour mark in his legal practice, and in time spent working with entrepreneurs, Matthew combines these passions to deliver a truly unique and memorable offering.

Traditionally, the focus of Matthew's presentations has been on technical legal issues and he enjoys a reputation as one of Australia's most highly regarded tax and estate planning lawyers, as confirmed by his listing as one of the country's 'Best Lawyers' in trusts and estates.

Over time however, Matthew has gained increasing exposure from those wanting him to present in his other areas of specialisation.

Matthew has shared the stage as either a co-presenter, host or on the same overall program with a diverse range of some of

Australia's leading personalities, including David Koch (Kochie from Channel 7 Sunrise program), legendary Australian cricket captain and philanthropist, Steve Waugh AO, media personality Dr Feelgood, leading entrepreneurs such as Euan Murdoch (Herron Pharmaceutical), Skroo Turner (Flight Centre), Dr Betty Byrne Henderson AM (Byrne Ford) and Zimi Meka (Ausenco) as well as leaders of industry such as Doug McTaggart (former CEO of QIC), Keith De Lacy (former chairman of Macarthur Coal), Phil Ruthven (chairman of IBIS World) and Michael Chaney AO (longstanding former managing director of Wesfarmers, former director of BHP and current chairman of NAB).

Matthew is experienced in virtually every form of presentation environment, including:

- training programs
- conference plenary sessions
- client seminars
- webinars
- live video and web enabled links
- television
- radio
- after dinner speaking

- keynote speaking
- event hosting
- panel hosting
- talk show style interviewing
- workshops and courses
- technical lectures

Matthew is grateful for the support of a diverse range of organisations that engage him, including:

- three of the five leading banks
- every leading national tax body
- various law societies
- a number of independent professional service firms (including in the law)
- the Television Education Network
- numerous insurance groups
- broking houses
- financial planning organisations
- a number of listed companies
- countless small to medium enterprises in a diverse range of industries.

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Matthew guarantees the tailoring at any presentation to meet your objectives and available time allocation. The topics forming the core of Matthew's presentations in his three areas of specialisation are summarised below. For session overviews of any topic please email - bookings@matthewburgess.com.au.

LEGAL

- tax and estate planning
- business succession
- trusts
- group restructures
- asset protection
- family succession planning
- SME tax planning
- web-based legal delivery
- superannuation

ENTREPRENEURSHIP

- value pricing
- delegation and leveraging of intellectual property
- web based business development and monetisation
- team development without traditional management structures
- modern management for professional firms
- outsourcing, offshoring and regourcing
- presentation and selling skills
- marketing (including social media)
- studies of success in business

THE DREAM ENABLER

- the 3 P's - *purpose, passion and persistence*
- the 3 L's - *leverage, law and learning*
- the 3 I's - *incubate, invest and inspire*

"Matthew is a leading expert in his field and is always open to sharing his vast knowledge in the areas of tax, succession and estate planning to drive better succession outcomes for clients. His ability to translate complex legal issues into solutions is exceptional and is evidenced by the consistent positive feedback we receive from our clients on Matthew's content and presentations."

- *Olivia Romano*

*Manager Risk Specialist Network
MLC Advice Services | MLC & NAB Wealth*

"I highly recommend Matthew's services to other organisations wanting to add value to their customer proposition."

- *Tara Moffatt*

Marketing Adviser, Suncorp

"Brilliant in all aspects."

"Very energetic - get him back!"

"What a great presenter!"

"Absolutely fabulous."

- *Attendees*

National Convention for The Tax Institute



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