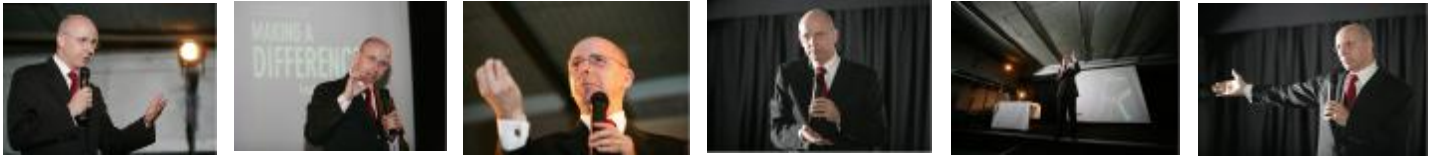


3 Presentations by Harley Lovegrove

“Solving your customer’s problems begins with keeping your eyes open and asking the right questions”



Presentation 1:

What’s the problem?

A nine step approach to solving complex problems, even those that seem impossible to tackle

This entertaining, yet highly informative, presentation is given by Harley Lovegrove, an interim manager who has seen ‘black snow’ of his own and knows exactly what it is like to be caught in the middle of challenging dilemmas.

Scenario:

A once successful business is facing falling profit margins and cash flow is becoming a daily concern. The CEO’s staff and advisors are all advising him to take his business in seemingly opposite directions. The question is not so much what to do, but how to tackle the problem so that once it is solved it does not return again later on?

This presentation is targeted to a business audience but is also available in a format suitable for a much wider public as it touches on issues that concern all our lives. The presentation is accompanied by Harley’s book ‘Making a Difference’, the pragmatic approach of an interim manager, which includes his nine step approach to complex problem solving. (Also available in Dutch as ‘Maak het Verschil’)

Running time: customizable from 25-45 minutes

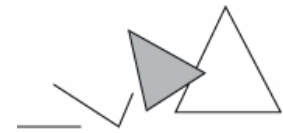
THE BAYARD PARTNERSHIP CVBA

Level 20, Bastion Tower
Marsveldplein 5
1050 Brussels

Phone: +32 2 550 3536
Fax: +32 2 550 3535
E-mail: hlo@baypart.com



Presentation 2



The Bayard Partnership

Finding the hidden agenda

Avoiding icebergs and turning a mediocre team into a really good team

Scenario:

Everyone knows that there are managers, good managers and outstanding managers. But what's makes the difference? How come that one manager with the same resources can simply out perform another? There are loads of books and seminars on motivation and general management skills but one focuses on learning how to quickly and easily identify the hidden agenda of everyone in the impacted chain. It shows us not only a very useful approach to handling the frustrating and often blocking obstacles of hidden agendas but also how we can avoid disasters and to align our team members to the objective at hand.

This presentation, like all of Harley's presentations, is packed full with illustrative and often witty personal anecdotes and stories, combining to give a powerful message that advises on some very serious issues and informs on many useful ones.

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Running time: customizable from 25-45 minutes

Presentation 3

The impossible role of the CEO in an SME

Balancing the multi-faceted demands of a busy CEO and finding a way to rise above the daily grind of running the business

This presentation is taken from a chapter of Harley Lovegrove's new book 'Making a Difference' (released as 'Maak het Verschil' in Belgium). It was first given in 2006 to a group of CEO's and investors at the 'E-excellence in Belgium' seminar in Brussels. The presentation explains why it is that so many CEO's fail and how it is that some break through. "When you understand the theory, putting it into practice is not so hard."

An attendee of the 2006 presentation said "Harley's 'role of the CEO' presentation comes from years of experience in business. It's very amusing and packed full of anecdotes, tips and stories, the presentation clearly explains the why's and how's of making a difference as a CEO."

As a young student, Harley had all kinds of money making schemes. By the time he was 21 he had registered his first business. 28 years later, he shares with us the faults that he has himself had to live through and also the faults that he has witnessed in many others. Today not only has he achieved the success he dreamed of as a young man, he has also helped many others do the same.

Running time: customizable from 20-45 minutes

About Harley Lovegrove

Harley Lovegrove, 50, is an experienced interim manager and a managing partner of The Bayard Partnership, a Brussels-based interim management consultancy serving a wide range of national and international accounts.

Born in South East London, the son of an architect and an artist, Harley grew up in a mixed environment of culture and enterprise. He formed his first company at the age of 21 while working as a marketing assistant for an industrial company in London.

In 1995 he moved to Belgium where he earned a living importing UK building products into the Belgian market. Twelve months later he became the COO of a small software company that grew rapidly, opening satellite offices in the US, Korea, China, Germany, Brazil and the UK.

Since 2000, Harley has taken up numerous interim management posts, working for a variety of businesses from high technology and software to petrochemicals, transport and mobile telecommunications.

A popular motivational speaker at management events and seminars, his dynamic style and wit never fail to inspire his audience.

What his public says

Audience quotes:

“very entertaining, very informative”

“sometimes you have to stop to catch your breath for there are pearls of wisdom in every sentence”.

“If you are looking for new inspiration, you should check out Harley Lovegrove – he’ll give you bags of it!”

For more information e-mail: info@making-a-difference.be

Or visit the websites: www.maak-het-verschil.net or www.making-a-difference.be (click on ‘Speaking Events’)

