

Entrepreneurship and Corporate Strategy

KEYNOTE SPEAKER

“Need the perfect keynote or workshop speaker for your upcoming entrepreneurship or corporate event? Entrepreneur, angel investor and business coach, Mike Ballard will bring your event to life with his extensive experience and unique perspective on growing businesses.”

Speaking Background

Mike Ballard has been speaking to corporations, trade associations and at public seminars for more than two decades. He has been both a keynote speaker and workshop facilitator for hundreds of audiences in a wide variety of industries throughout the United States and Mexico. His most popular keynotes during annual meetings and conferences on topics range from entrepreneurship, leadership and business valuation to financing and marketing communications.

Six Secrets to Creating Sustainable Competitive Advantage

Business owners often struggle with developing a true and sustainable competitive advantage. In this keynote, Mike discusses the common mistakes business owners make in running their business and how changing six things can greatly enhance their competitiveness.

Leadership Foundations for Entrepreneurs

This workshop prepares leaders to take on the significant roles and responsibilities in leading a growth company. Participants gain skills to improve trust and influence with peers and superiors, link their work to a clear and compelling purpose, implement a system for executing on critical priorities and leverage the talents of peers and co-workers to achieve unprecedented results.

Execution: Getting Things Done and Growing Your Business

You know what needs to be done. But quarter after quarter, year after year, key initiatives aren't completed. Big things don't happen unless we get the small things done. Execution is about getting things done efficiently and effectively to help you convert revenue to profit.

The Role of Intangibles in Enhancing Business Valuation

Two businesses with the same revenue and the same profit margin can sell for very different amounts. Why is that? Increasingly, the value of a business is not in physical and financial assets that are on the balance sheet, but in intangibles: brands, patents, franchises, software, research, ideas, or expertise.



Mike Ballard



“Mike brings years of business experience to each of his speaking engagements. As such, they are always lively and entertaining as he peppers his talks with real world examples to engage his audience. He’s a gifted storyteller who also has the entrepreneurial background to delve into complex financial and business-related topics with aplomb. You can count on Mike to provide an entertaining and educational experience.”

Mark Brennan, Founder and Chairman, Vegas Valley Angels Investor Association

“Mike has spoken before hundreds of business executives. He has the ability to capture an audience and get his point across. Mike blends a combination of marketing and finance skills like few other executives with whom I have ever been associated. He can motivate an audience as well as make them laugh and think.”

Russ Ketchum, Past President, Technology Business Alliance

It is my pleasure to recommend Mike Ballard as a speaker. Mike’s ability to discuss complex financial and business topics is outstanding. Mike has considerable entrepreneurial experience that translates well into his presentations. He is a good storyteller and engages audience attention. Mike will bring great benefit to your conference as a speaker on entrepreneurial and business topics.

Brad Mishlove, Founder & CEO, Catapult Groups



Raising Capital for Your Startup

You have a great idea. Now you need capital to grow and turn it into something. Raising capital can be a daunting adventure. There are many types of investors: angel investors, private equity, venture capital firms, economic development groups, customers, family. Where do you turn? This session discusses the pros and cons of each type of investor.

Closing The Deal Without Screwing It Up

One or two seemingly little mistakes can derail financing for a company with a lot of promise. Learn the common mistakes entrepreneurs make when raising capital and how to avoid them.

Exit Planning and Preparing Your Business For Sale

Why do some business owners get great prices/multiples when they sell and other business owners struggle to sell? Learn several key factors to enhancing a business' valuation.

PLEASE NOTE: Programs are customized and can be delivered as a keynote, breakout session or full-day seminar. Mike regularly speaks to qualified audiences of 50 to 1,500 people.

Biography

Mike is a sought-after strategic thinker with extensive experience in corporate strategy and financial management. He has served as CEO, COO and CFO of angel- and venture-funded companies and been a board member of start-up companies, a bank and many community groups. Mike was named one of the "Top 20 Visionaries" in Nevada by Nevada Business magazine and one of the most ethical people in the communications industry by Investor Business Daily.

Mike founded Vegas Valley Angels which finds, invests in, mentors and fosters the development of new and developing companies. He has also led mergers and acquisitions of numerous companies.

Mike has helped secure more than \$100 million in financing for dozens of companies and has personally invested in more than 15 early stage companies. He has nearly 30 years' experience in finance, professional services, technology, telecommunications, real estate and construction.



Short List of Clients include:

- Association of Certified Fraud Examiners
- Bank of America
- Brigham Young University (BYU)
- California Society of CPAs
- CB Richard Ellis (CBRE)
- Construction Financial Management Assoc.
- CPA Superconference Chicago
- Food Marketing Institute
- Greater New York Data Center Summit
- IBM
- Las Vegas Business Roundtable
- Las Vegas Chamber of Commerce
- Panasonic Systems Corporation
- FundingPost Summits
- Project Management Institute
- Public Relations Society of America
- Quality & Productivity Institute
- Society for Marketing Professional Services (SMPS)
- Southwest Data Center Summit
- Technology Business Alliance
- University of Nevada, Las Vegas (UNLV)
- Wells Fargo



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