



FINANCIAL  
SERVICES  
INSTITUTE  
of Australasia

30 November 2010

Dear Sir or Madam

Michelle Stanton, Chief Executive Officer, Zonehigh, recently presented at three Women in Finsia events on the following topics:

**1. Networking in the Zone**

Michelle shared her secrets of successful and enjoyable networking. Attendees learnt how to relax and enjoy meeting new people, make useful connections, and also how to follow-up on their contacts.

**2. How winners become champions at work and in life**

Attendees were asked to think about those days when everything just “clicks” for them. When they found themselves at the right place at the right time, finishing jobs they’ve been avoiding and when they are so consumed with energy, the day just zooms by. At this event, Michelle explained that this is how highly successful people achieve extraordinary success in all areas of life. This way of living is called “being in the Zone”.

**3. How to speak in public and present with ease and impact**

Michelle gave tips on how to speak in public and present ideas with impact and ease.

Michelle is an excellent presenter and has the ability to keep the audience engaged and entertained, sharing her stories to give impact to what she is teaching.

The feedback we have received from the audience was excellent. Once our members attended the first session, they all registered to attend the following two sessions Michelle presented. A couple of samples of the feedback received are provided below:

*“I really enjoyed the evening and found it very beneficial.”*

*“Thank you for a very enjoyable evening, with a great speaker. I am looking forward to the next event!”*

Finsia and our Women in Finsia committee, looks forward to working with Michelle again in the future. We found her to be extremely professional and her positive attitude and philosophy on stepping into the ‘Zone’; is refreshing and unique.

With kind regards,

Netty Liberopoulos  
**Manager, Events SA/NT**

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