

angela vithoulkas

multi award winning business woman and keynote speaker



ANGELA VITHOULKAS

Vivacious and individual, vibrant and original - these are the best words to describe the powerhouse that is Angela Vithoulkas!

Biography

You can't get much closer to relevance in small business than someone who, after 26 years and over 20 successful businesses, still loves being in business and sharing that knowledge with other aspiring owners. As a respected Sydney business woman, keynote speaker and presenter, and advisor to governments Angela Vithoulkas has forged a path that most wouldn't expect of a humble café owner.

Through her experience of buying, building up and selling over 20 successful cafés in Sydney's CBD, Angela has seen the highs and lows of being a small business owner and experienced just about every tragedy and triumph that comes with the territory.

Her business skills have been recognised with 6 business awards, including the City of Sydney Business of the Year and NSW Entrepreneur of the Year, as well as the 2007 Telstra Business Women's Owner of the Year. But, she has remained faithful to her commitment to her business and, although she has added the skill of keynote presenter and MC to her toolbox of skills, as well as radio show host, she is a favourite with small business audiences because she is still one of them.

And, to add yet another string to her bow, at the end of 2010 Angela hosted an event with former Prime Minister John Howard to promote his book, *Lazarus Rising*. This was just another way for Angela to give her customers something unexpected and go beyond the parameters of just being the local café.



Her inclusion on the City of Sydney Retail Advisory Panel, as the only small business owner among a long list of respected Sydney business and government leaders recognises Angela's knowledge and experience of what's needed to run a retailing and hospitality business in today's market. And her recent appointment as a Panel Member for the ATO Micro Business Partnership allows her to give vital feedback to the ATO on matters of the administration of the tax system for small business.

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Never one to stand still in business, Angela is quickly establishing herself as a force to be reckoned with in the broadcasting world. She is providing small business owners everywhere with a voice through her radio show on 2SSR, Angela's Business Mix. A natural behind the microphone, she combines her own small business knowledge with a mix of local business owners, a panel of regular guest experts and an impressive lineup of special guest. With the show set to live stream, small business owners everywhere will be able to benefit from hearing small business issues discussed in an informative and entertaining style every Monday night from 6-8pm.

Speaking Experience

Angela has worked with a wide range of corporate, event and small business-focused clients on a broad range of topics, and always receives a string of accolades and positive comments from event attendees.

Her ability to hold an audience in the grip of her story, and then make them laugh with her endless anecdotes is one of the secrets to her success as a speaker, MC and panellist.

- CeBIT Australia 2011
- Millennium Forum YBL Reception with the Hon Joe Hockey MP, Federal Shadow Treasurer
- NSW Business Chamber
- Greater Western Sydney BEC
- Commonwealth Bank
- Australian Institute of Company Directors
- Department of Industry & Investment
- Flying Solo LIVE! 2009
- Westpac Banking Corporation
- Telstra
- Local Government Managers (Aus) NSW
- City of Sydney
- Australian and New Zealand Institute of Coaching
- Network Central
- The Australian Women and Leadership Forum
- NRMA
- IAG
- NSW Department of State and Regional Development
- Jones Lang LaSalle
- Australian Business Network
- Working Women's Network

Speaking Topics

Angela is a multi-award winning businesswoman and inspirational speaker with a proven track record on the Australian speaking circuit.

Her unbounded energy and commitment to helping others in business by sharing her unique insights and experiences means that hearing Angela is an event full of surprises, left hand turns, tears, and true belly laughs.

As a well-liked speaker, media personality and broadcaster she is passionate about small business, customer service, innovative marketing, entrepreneurship, women in business, business turn-around and social responsibility in business.

Popular with business owners, business people, managers and executives, and women in business, Angela consistently delivers high quality content for the following services on a range of topics, tailored to any given situation:

- MC
- Keynote speeches & presentations
- Panellist

How to conquer the world - one coffee at a time!

Ideal for start-ups, businesses in their first few years or any audience! This presentation provides a unique perspective on the highs and lows of a successful business owner, and is Angela's story so far. Be captivated and entertained by Angela's passionate and dynamic style.

As a keynote this presentation will inspire your audience and reinforce their belief that succeeding in business is possible through determination, innovation and a little ingenuity.

The social media revolution – good for any small business

Angela demonstrates through personal experience, great insight and with a natural aptitude for genuine communication how small business owners can make social media relevant and successful for any situation.

With real-life examples of how social media has opened doors and opportunities for her own business, Angela demystifies the online world and shows how it can be accessible to those who feel it lives in the realm of technical wizards and computer geeks.



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Your leadership journey - are you a boss or bitch?

Feel empowered and inspired. Take away the labels and the guilt that comes with leadership. Discover how your leadership style impacts your team AND customers.

Through practical examples built up over 25 years of managing a team you will learn some of the pitfalls of management and how to turn difficult situations around.

CUSTOMER SERVICE

Who do you serve?

Why customer service is not the only important element of every retail business model. Angela shares her passion for high standards and customer service and explains how ALL relationships are vital to building VIVO into the strong brand and successful business it is today.

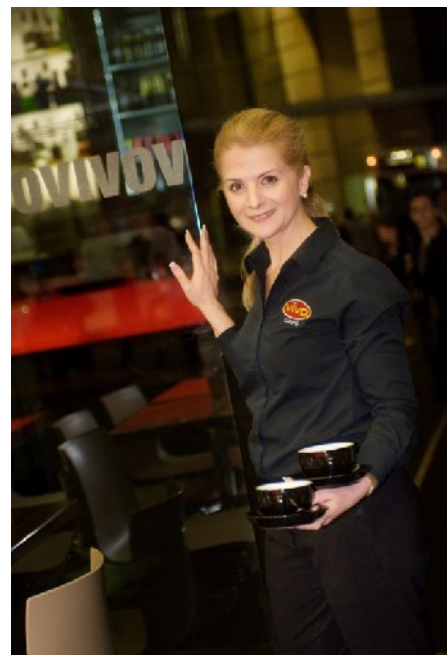
A key element in the reputation of any business, Angela shows business owners how to leverage the delivery of customer service excellence and keep customers coming back for more.

This keynote presentation is ideal for corporate training days and growing SME's. It shows how leaders can engage their teams by involving them in the business decisions that impact on both the team and the business.

Create staff loyalty by improving your team management techniques and communication strategies. Learn how to make your business the place where people want to work and serve the business needs.

Small Business IS Big Business

An insight into the advantages of Small versus Big. Discover how a small mindset can limit your opportunities. Learn to recognise and celebrate your business success.



A keynote presentation that will benefit every owner of a small business. Learn to turn your thinking around and find techniques that allow you to grow beyond your immediate limits.

Small Business and giving back to the community

There are more ways than just money to help others, and in this inspiring keynote presentation Angela explains how small business can make a big difference. She talks about how her popular VIVO outlet was designed with environmental sustainability in mind, from the building materials used, to the organic fair-trade product sold.

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Through a combination of personal experience and a genuinely compassionate view on the world, Angela helps business owners see how they can leverage their passion and compassion to help out the community at the same time as building their business reputation.

Tailored presentations

With Angela's extensive knowledge of the business world, she can create a presentation that deals with a specific topic for your event. Whether you're talking to retailers, novice business owners or experienced corporates, Angela can bring knowledge, information and entertainment specifically designed for your event. Angela can tackle just about any topic you can think of that can be tailored to a business audience. If there's an issue to cover you can bet she has a story about it!

Testimonials

Angela was a keynote speaker at our Annual Coaching Conference, alongside Jeff Kennett, Rhondalynn Korolak & Noel Posus. She is a fabulous speaker and I would recommend any business who wants to explore the theme of success, to get in touch with her. She has a great story, speaks from the heart and is someone that the audience can easily relate too. Dynamic and engaging, you can feel the energy rise up from the first moment you contact her. Apparently she makes a great cup of coffee too - but am yet to explore that! My audience are professional coaches who spend time teaching clients how to achieve success, so it takes a person with huge credibility and expertise to able to hold their attention in the way that Angela did. More effective than a double shot espresso!

Sally Parish, ANZI Coaching Conference



Angela was MC for 'Franchising in Our Community' and her enthusiastic and lively participation helped ensure a successful and enjoyable evening. She took time to get to know the speakers and the audience and make sure her content and introductions were on target for the theme. As a result I sensed that people felt welcomed and connected. Angela kept the atmosphere energised by balancing inspiration with a sense of fun that got people listening and participating in the event.

Kate Groom, Starfish Consulting

Words cannot express the commitment and giving nature of Angela to others. She is a wonderful example of a small business entrepreneur who can talk on all aspects of small business. Why? Because she has learnt the practical way. Angela has done a number of keynote presentations for our organisation, I stand in awe of Angela and consider it a pleasure to call her my friend.

David Baumgarten



Audio Visual Requirements

Prior to the event, it will be important to have secured the necessary equipment and set up to ensure the most effective presentation possible. Depending on the size of the audience and venue the following may need to be considered:

- Wireless lapel microphone if more than 20 people (an audio technician should be available prior to the presentation to ensure all in working order)

Connect with Angela

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