

Mike Pagan

Speaker, MC, Consultant and Managing Director of Breaking Frontiers Business Growth Consultancy

United Kingdom

- Current**
- **Vice President for Membership at Professional Speakers Association**
 - **Advisory Board Member Coventry & Warwickshire at Common Purpose**
 - **Speaker at Mike Pagan (Sole Proprietorship)**
- 1 more...

- Past**
- Past President Midlands Chapter at Professional Speakers Association
 - Commercial Manager at aussiehome.com
 - Regional Sales Manager at Granada Group - Forte Hotels
- 1 more...

- Education**
- The University of Western Australia
 - London Metropolitan University
 - Beford School

Recommended 16 people have recommended Mike

Connections 432 connections

Industry Management Consulting

- Websites**
- My Website
 - My Company

Mike Pagan's Summary

Professional keynote-speaker, MC and Workshop Facilitator

As a Speaker Mike is forthright, practical and thought provoking. He speaks passionately about working with your best to bring out the best. Targeting clients as anyone with a pulse and a cheque book via a random spray and pray approach to marketing will cost you huge amounts of money, attract the wrong clients and alienate your quality staff - you have a choice!

As a result of seeing, hearing and absorbing one of Mikes' talk's audiences go away and take action, he is not an entertainer he is an 'agent provocateur'. Its not rocket science its 'business sense'.

As an MC

The event has to be memorable for all the right reasons. Mike takes responsibility for shining the spotlight on his clients. It's not about him – he makes his clients look good – that's almost certainly one of the reasons he gets re-booked.

Mike has the ability to gauge the energy in the room and change tack when appropriate, both audiences and participants appreciate this role.

He has an amazing skill of digesting vast amounts of his clients' company information and making sense of it, often adding valuable insights to his clients and audiences alike. Because of this he is regularly asked which part of the business he works in as he appears to know so much.

Mike has extensive experience working in a wide range of industries including; consultancy, property, banking, accountancy, government, hotels and many more.

Mike is forthright, practical and thought provoking. His clients understand his uncomplicated approach first hand – 'Making Business Simple' and having fun - will deliver results over and over again!

Mike is also a qualified Associate for Speakersbank, a national network of facilitators and trainers, with experience working in the voluntary and education sectors.

Mike Pagan's Specialties:

Profiler, Speaker, Client Management, MC, Compere, Client Profiling, Speakersbank, measuring marketing effectiveness, Facilitator, Coach, Mentor, Non-Exec Director (without the formality), Success, Motivated, create focus, professional training, Speaking, Speaking With Gravitas.

Mike Pagan's Experience

Vice President for Membership

Professional Speakers Association

(Professional Training & Coaching industry)

November 2008 — Present (11 months)

Founded in January 1999, the Professional Speakers Association represents "Experts who speak for a living," who are based in the UK.

The PSA exists to encourage speakers to join their professional association, enable members to keep in touch with one another and share best practices in order to raise the standards of presentation and professionalism.

Advisory Board Member Coventry & Warwickshire

Common Purpose

(Non-Profit; Professional Training & Coaching industry)

2006 — Present (3 years)

Common Purpose Charter

Vision

In every democracy, there is an invisible, open space. It lies between the citizen and the state. Between the immediate responsibilities facing each individual and the institutional responsibilities of the government. It is political, but not party political: a place where people come together and act for a greater good. And it is open to everyone, from every sector of society.

In an unhealthy democracy, this space is empty. People may exercise their votes but, other than that, they leave the decisions to the governments they elect. They are active in their private lives, but passive towards the society around them.

In a healthy democracy, this space is full. It teems with individuals, businesses, community organisations and political groups. It is alive with energy and entrepreneurial activity. People hold institutions and the powerful to account. They oppose and propose. And, free from the short-term pressures of the election cycle, they can think and act for the longer term and in the wider interest.

At Common Purpose, we have a passionate belief in the importance of this space. In our view, this is the true meaning of democracy. Active not passive. Every day not just every election. Involving the best leadership from all

parts of the community, not just from the people we elect.

Speaker

Mike Pagan (Sole Proprietorship)

(Sole Proprietorship; Myself Only; Events Services industry)

January 2005 — Present (4 years 9 months)

Mike Pagan is known as the Straight Talking Business Focussed Professional Speaker; and is renowned for making 'Business Sense'. He is President of the Professional Speakers Association Midlands Chapter

Why would you benefit from listening to what Mike says? Mike is forthright, practical and thought provoking; he speaks passionately about creating clarity and focus within companies in order to achieve greater success.

Keynotes Include: -

Sack 50% of your clients and make more profit from your Premium A1 Clients - We all want them, but do we know who they are, when they buy and why they buy?

Your Pipeline to Success - Don't spray and pray commit yourself - Mike believes companies should concentrate FULLY upon 4 or 5 key marketing methods in order to gain new clients.

Celebrating Success - Not many businesses do. Life's meant to be enjoyable, so is your business.

Managing Director

Breaking Frontiers Ltd

(Privately Held; 1-10 employees; Management Consulting industry)

2002 — Present (7 years)

Breaking Frontiers is a proactive Business Consultancy. It helps businesses focus and define their short, medium and long-term goals by improving:

Performance

Practice

Productivity

Profits

Your Business

Is growing or challenged. You've hit a wall - a point where you require growth, and significant change. You may have lost some of your:

Focus

Drive

Sense of direction

Acquire some expert assistance - a strategy specifically targeted at the manner in which you conduct business and engage your core audience.

Past President Midlands Chapter

Professional Speakers Association

(Management Consulting industry)

December 2006 — December 2008 (2 years 1 month)

Midlands Chapter is a dynamic Chapter within the PSA that delivers support, learning and masterminding for members.

The over-riding goal of improving speakers performance in conjunction with raising the awareness and standard of speaking as a profession.

Commercial Manager

aussiehome.com

(Privately Held; 1-10 employees; Online Media industry)

2000 — 2002 (2 years)

Regional Sales Manager**Granada Group - Forte Hotels**

(Privately Held; 10,001 or more employees; Hospitality industry)

1997 — 2000 (3 years)

Business Development Manager**HSBC**

(Public Company; 10,001 or more employees; Financial Services industry)

1991 — 1997 (6 years)

Mike Pagan's Education

The University of Western Australia

MBA , Business , 2001 — 2002

The toughest thing I have ever completed - Why did I do it? I am not an academic, I felt vaguely uncomfortable in some large scale negotiations and wanted some more confidence that what I was saying was correct. It was.

I continue to avoid using business school jargon in business today, but can always refer to it if that is the way a client requires me to work.

Activities and Societies: Rugby Associates RFC, Social Triathlons, Cycling

London Metropolitan University

HND , Business and Leisure Studies , 1989 — 1991

Activities and Societies: All Sports related - Captain of Rugby

Beford School

1983 — 1988

Additional Information

Mike Pagan's Websites:

My Website
My Company

Mike Pagan's Interests:

Property Investment - Golf - Travel

Mike Pagan's Groups:

IOD, PSA, IMC, Tea Bag Talent

International Networking Speakers and Coaches Assoc

Professional Speakers and Seminar Leaders

Professional Speakers Association

UAE | Dubai

SpeakerMatch

Global Keynote Speakers Association

Professional Keynote Speakers - by Jorge Olson

Community Group for IFFPS - International Federation For Professional Speakers

Need A Speaker / Be A Speaker

Quest: Ambassadors Events

The Drinking Diaspora

St Paul's Club Business Lunch
