



PBN 2019 speakers

Key note address



SPEAKER: Shaun Quincey

Entrepreneurial Business executive, top selling author and first and only person to have rowed solo from Australia to New Zealand. Shaun is an outstanding international presenter who is able to connect the lessons of extreme adventure with the daily challenges of running a business in highly competitive markets. Rowing into a whale, flipping end over end and spending 30 minutes trapped under his boat Shaun was blown backwards over 200km and eventually hit the northern tip of New Zealand's ninety mile beach. Shaun's father Colin is the only other person to have rowed the Tasman solo in the other direction back in 1977. Shaun and his father still hold the world records and were both made Members of the New Zealand Order of Merit in 2010.

While completing a business degree, Shaun sold his first advertising company at age 21, starting his career. Shaun then went on to launch a multi million dollar payments technology company into the USA market and in 2016 founded the payments company Genoapay. Shaun is currently CEO and Founder of Genoapay, which he recently sold to Latitude Financial Services in December 2018.

Managing your business



SESSION: Buying or selling a pharmacy: pointers and pitfalls

SPEAKER: Fiona McCrimmon

Dr Fiona McCrimmon is qualified in both medicine and law and has specialised in the provision of legal services to the health sector for the last twenty years.

McCrimmon Law has an extensive client base across the country and has a wealth of experience providing specialist legal services to pharmacies and other health sector businesses and to health care professionals of all disciplines. The practice specialises in the provision of commercial and business advice, employment advice, compliance and regulatory issues, health care law and medico-legal services.

Dr McCrimmon is an Honorary Member of the Pharmaceutical Society of New Zealand and a Director of West Otago Health Limited. Dr McCrimmon is a regular speaker on health law matters and also serves on a number of committees in the health sector.



SESSION: How to promote your business online

SPEAKER: Stephen Caunter

Stephen's motto is enthusiasm, entertainment and knowledge. Ask him what his job is and he will tell you "storyteller". These attributes make Stephen a highly successful facilitator of the ANZ Business Training workshops.

These workshops cover a range of business topics and are designed to help the attendees run more successful businesses. Stephen is particularly passionate about the topics of networking, marketing and customer service.

Stephen's career with ANZ spans over 35 years and a variety of roles. Since 2006, he has travelled the South Island presenting over 900 workshops and seminars to over 8,000 participants. He is also well regarded as a conference speaker.



SESSION: Is the price right?

SPEAKERS: Atul Mehta and Jonathan Roberts

Atul is a Director at Moore Stephens Markhams in Auckland. With expertise in business advice and taxation, Atul has considerable strength in providing advisory services to the health sector, and in matters of corporate finance, business acquisitions and due diligence.



Atul also has skills in corporate governance and holds company board positions. Atul also held the position of national chairman of Moore Stephens Markhams New Zealand from 2014 to 2017.

Jonathan joined Markhams as a graduate in 2009, working his way to an Associate position in 2018.

Jonathan provides business advisory and taxation services to clients involved in a large range of industries including retail, investment, farming, and legal services. He is strongly involved with Markhams pharmacy clients and services, including the firm's annual national pharmacy benchmarking survey. He also presents at pharmacy industry conferences and seminars.



SESSION: Good healthy advice for your pharmacy

SPEAKER: John Saywell

John is a qualified pharmacist, retail scientist and the CEO of Christchurch software and consulting company RPM Retail.

The company's RPM software is used by more than 180 pharmacies in New Zealand and turns POS data into business intelligence reports. These are used by retail managers and owners to improve their store's performance.

The RPM consulting team helps independent pharmacies with shop layouts, planograms, inventory management, strategic advice and instore coaching.

John is a regular presenter on retail best-practice, drawing on his 30 years of experience both as a retailer and retail consultant.



Managing your people



SESSION: How to be an effective leader

SPEAKER: Toni Glass

Toni is an energetic, senior manager who loves working with businesses who want to grow their people. Her success as a facilitator is built from a wealth of practical experience and believing that with the right focus and tools, people will succeed.

With over 20 years' experience in senior leadership, operations and sales and marketing roles, Toni understands the challenges of driving a team to succeed and creating a sales culture. Toni has also worked within corporate, franchise and owner operator systems, and understands the unique challenges and opportunities that all these bring.

Her passion is delivering outcomes through energising, motivating, and driving people to succeed.



SESSION: Skill vs Fit – the great hiring debate

SPEAKER: Wendy Alexander

Wendy is a well-known recruitment leader with more than 20 years' experience in both agency and in-house environments.

In 2017 she co-founded Kin, a disruptive recruitment company offering a more modern and fresh approach to the market.

Wendy strongly believes that recruitment can be one of the most strategically important things you can do for your business. With a life-long career in the recruitment industry, she remains as passionate about it today, as she was when she first kicked off her career.



SESSION: The art of difficult conversations

SPEAKER: Samantha Gadd

Samantha Gadd is Founder and Managing Director of Humankind, a business with the vision to create the best employee experiences in the world. Humankind (formerly HR Shop) was a 2015 Deloitte Fast 50 winner, and named fastest growing services business in the Wellington region in the same year.

Samantha is obsessed with employee experience and the difference it can have on business performance. Samantha has advised hundreds of organisations over the last 15 years on leadership, culture, performance and all things people. She is passionate about the future of work and the importance of modern leadership to attract and retain top talent. Samantha is currently focused on growing Humankind and recently launched Kin (sister company to Humankind) and building an exemplar employee experience in both organisations. In 2018 Samantha also launched the first Employee Experience Awards programme in New Zealand. Also Mum to three young boys, Samantha is experienced at blending life and work.



SESSION: Looking after your team's mental wellbeing

SPEAKER: John Wilson

John is the Managing Director at EAP Services Ltd. EAP is New Zealand's leading employee assistance programme provider, committed to supporting organisations to enhance the wellbeing and performance of their staff.

Established in 1989, they deliver workplace support to 560,000 employees from over 1,400 New Zealand businesses covering a wide range of private and public sector organisations.

John is a growth orientated leader, with formal qualifications in Engineering and Management.

John is experienced in successfully transforming organisations and implementing change programmes with a positive impact on company performance. He has a recognised ability to think strategically and implement appropriate plans and is renowned for 'getting things done'.

Closing address



SESSION: The Revolution Revolution

SPEAKER: Nigel Latta

Nigel trained as a Clinical Psychologist and worked for over two decades in the areas of forensic psychology and family therapy. In 2010, as a result of his passion for science and science education, Nigel was invited to become an associate of the world leading Multidisciplinary Health and Development Study at the University of Otago. In 2012 he was made an Officer of the New Zealand Order of Merit (ONZM) for services to psychology.

He's written eight books which have now been published in 19 countries and 10 languages.

His television career has spanned almost a decade and he's presented a number of series including *Beyond the Darklands*, *The Politically Incorrect Parenting Show*, *On Thin Ice: Nigel Latta in Antarctica*, and *The Hard Stuff*. In 2016, along with Arwen O'Connor and Mitchell Hawkes, he co-founded a production company, Ruckus, and the team have since made numerous primetime television series including *Mind Over Money*, *What Next*, and *The Curious Mind*. In 2018 Ruckus was named New Zealand's Hottest Production Company in the StopPress awards.

In late 2018 he decided it was time for a new adventure and founded a tech startup to develop a revolutionary parenting app.
