



From: Mark Waller
Chairman & Former CEO, EBOS Healthcare

Hi,

Until now, I've kept this close to my chest as it has been so game changing for myself and other leaders at EBOS that I wanted to validate its consistent efficacy over time. Now at the age of 64 my focus is more about significance than achievement, so I am writing today to help you answer one simple question:

How can I accomplish more as a CEO in less time, with less stress & more support?

What I am about to share has helped me to achieve more between 2010 and 2017 than in the previous 25 years:

	2010	2017	Increase
Group Revenue	\$1.3 billion	\$7.6 billion	484%
Group Profits	\$25 million	\$133 million	432%
Share Price	\$5.87	\$17.50	198%

Here's the question nobody's asking: According to a Hay Group Study, we have a 50-70% influence on the climate and culture of our company, which explains as much as a 28% variance in the bottom line.

Yet what influences us as leaders so we can better influence those in our company?

That's what Raamon Newman and Paolo D'Angelo asked me back in 2010, after I was sent to them by my doctor to help deal with the high blood pressure I was suffering with at the time. Since then, I can hand-on-heart tell you these two non-executive advisors have made a huge impact on both myself and our company - including:

1. **Playing a bigger game:** For example, at one stage I had a deal fall through and felt like I should throw in the towel. They helped me "reset" and complete another deal 2 ½ times the size within 6 months.
2. **Building a more cohesive team:** Gone is the suspicion and manipulation you'll find in many organisations, and so has the need to look over my shoulder to check on my team. It was replaced by more trust and less friction, which allowed us to achieve our objectives faster, and with less stress.
3. **Focusing on the right things:** As CEOs, it's so easy to get caught up in "task-oriented" issues. They've helped me see this is actually lazy and focus on the things that generate far greater results.

Essentially, Raamon and Paolo from *New Mavericks* have made my thinking sharper, helped me see more, and make better decisions – unlike any coach or consultant I've ever worked with.

They have a fresh new approach and the results speak for themselves. I encourage you to reach out to them by calling +1-323-742-2225, visiting their web site at NewMavericks.com or sending an email to support@newmavericks.com to start a conversation with them.

They're also happy to send you a copy of their new book coming out next month called *Invincible Success Blueprint: How to Get What You Want, Protect It & Keep It*. Simply email them with the address to send the book.

Warmly,

A handwritten signature in black ink, appearing to read 'Mark Waller', written in a cursive style.

Mark Waller
Chairman & Former CEO, EBOS Group

P.S. If you feel the need to speak to me directly about this you can email me at mwaller@ebos.co.nz