



"a blind man with exceptional vision"

hein wagner

global adventurer &
motivational speaker

Speaking Portfolio

It has been said that people born blind grow and mature with an intellect absolutely void of the pre-conceptions or judgments of those with sight.

Their minds become formidable think tanks... platforms from which they develop razor sharp insights into life's everyday problems & challenges.

Hein Wagner is such a man -

a man who lists more personal achievements than many!

- During March this year he finished the **Hong Kong Marathon** known to be one of the toughest marathons in the world
- In November 2006 Hein completed the **New York City Marathon** in a time of 4 hours 27 minutes, before 2 million cheering spectators & 300 million TV viewers
- During August 2006 he took part in the Standard Chartered Bank **Ironman** event in Korea, completing 180km on a tandem bicycle, under extreme conditions
- In March 2006 he **skydived** for the first time from a height of ten thousand feet
- During February 2006 Hein became the first blind person in the world to **cycle solo** over a distance of thirty-nine kilometres
- He has broken the **World Blind Land Speed Record** in September 2005 and set the new record at 243 km/h
- During 2004 he **bungi-jumped** from the second highest bridge in the world
- He was a player for the South African blind cricket team that won the World Cup in India during the inaugural **Blind Cricket World Cup** final in 1998
- He tackled the white waters of the **Zambezi River** in a rubber raft during 1997
- He completed the **Cape to Rio Yacht Race** during 1993
- He has run several **Marathons** from 1988 to date
- He has climbed the **10 highest mountains** in the Western Cape
- He achieved Western Province **colours for athletics** (1989 & 1990)
- Performed his **autobiographical show** called Bat Magic at all the National arts festivals with huge success
- Completed his APM (**Advanced Professional Management**) through the Open University of London

Through his powerful motivational talks, Hein is rapidly becoming a sought after speaker of note! His topics include:

Power Hour™

(Motivational Talk)

A.k.a. "**Against all Odds**", this presentation takes the audience on a humorous and moving journey of Hein's view on the world he lives in. He shares some of his light and dark moments as well as his personal **recipe to achieve extraordinary results**.

Hein recommends this highly motivational talk for any kind of conference or seminar that deals with any theme or topic including sales, marketing, leadership, strategic planning, team building, project planning / kick-off or just **pure staff motivation**.

Blind man with Vision™

(Motivational Talk)

This presentation is guaranteed to open the eyes of those that are simply too lazy to see. It is loaded with humour and suitable for diverse audiences of all ages, religions and cultures. Hein leaves the audience with the burning question: "**I am blind... What is your excuse..?**"

We recommend this talk for corporate dinners, award ceremonies, gala & fundraising events, product launches etc. Basically any function, formal or informal.

A slightly adapted version of this talk is also available for schools, colleges and universities.

Listen, Think & Grow™

(Motivation & Team Building Session)

The team building session kicks off with an all round introduction that is followed by a 45-minute powerful, humorous & emotional motivational talk. This moves the audience into a **dimension of positive thinking**.

The talk is followed by an **interactive** session that includes a number of **exercises** to improve the level of **understanding, respect** and **sense of belonging** within the group.

Hein contracts confidentiality with the group and through the above mentioned techniques create an **environment of trust** wherein people share on a deeper level to ultimately have a far better **understanding of everyone** in the group/team.

With a better understanding and deeper level of trust within your group/team the members also get to know and **understand the interpersonal boundaries** and how to effectively deal with one another, especially under pressure.

Be warned: This is a **highly emotional session**, however incredibly effective in bringing a group/team **together for life**.

We recommend this session for any team/group that needs to achieve **extraordinary results on all levels**. It leaves them connected, respected, appreciated and "team mated".

As the creator of this interactive team building session, Hein can change the content to **accommodate your organization's** key objectives, core values or any long & short-term goals, should that be required.



ABC of Selling™

(Sales Training)

A.k.a. "**Always Be Closing!**" - this is a concept Hein is highly familiar with... no commission is paid until the deal has been closed. Hein's experience in the field includes **selling** as well as **managing** dynamic sales teams.

As **International Sales Manager** for Mark Shuttleworth's company, Thawte Consulting, and in Hein's prior sales roles, he gained significant experience in the area of sales, and the drive to sustain the energy (as a sales person) in order to over-achieve.

At Thawte Consulting he was responsible for an annual sales goal of millions of US\$ and in a rapid changing IT market **innovation was the key to his success**.

During the 4 years as International Sales Manager of Thawte's Global Partner Program, **Hein's division continuously exceeded all sales goals**.

In this presentation Hein shares his **recipe to sustain the energy** to over-achieve in the sales environment and how to **stay on top of your game** at all times. He also touches on **identifying new markets** and how to effectively **cross-sell products and services**.

Hein brokered massive sales deals all over the world and the ones he speaks of with huge pride are the ones in countries where English is not the first language and where the cultures are vastly different to ours.

Hein believes that selling is not a job - **it is a lifestyle** ...

Diversity Training

(Disability Sensitization)

Having worked for a number of large corporate organizations in South Africa as a disabled person over the last 15 years, Hein understands the barriers to entry when it comes to the placement of PWD's (Persons with Disabilities).

This one-hour program will equip your employees with the necessary tools to **knock down the barriers to entry**, as well as assisting them in **identifying potential positions** that can be filled by PWD's.

In this session Hein shares his difficulty in landing his first job as a switchboard operator. How he went for hundreds of interviews before he could finally convince someone that he is good enough to answer the telephone. How he after 4 years on the switchboard managed to convince his employer that he can add more value to the organization and moved to a credit controller position.

He reflects on his time with M-web as a call centre agent and how he became a team manager after 6 months at the company. How he joined Thawte Consulting as a Key accounts manager and later became the International Sales Manager for the group.

Hein clearly understands the barriers to entry when it comes to employing PWD's for he went through the process himself.

The session also includes a number of **role-play exercises** to get your staff to better understand disability. During one of the exercises the **audience assumes a disability** to gain more insight in to the daily challenges of PWD's.



Blind EMCEE™

(Master of Ceremonies)

Hein understands the importance of running a conference agenda **on time** and his audiences love his **sense of humour** and the way **he connects** with them.

By utilizing the latest electronic Braille and Voice Technology he can **manage any audiovisual presentation** and accommodate any last-minute changes to the program/agenda.

Book him now and **add an eye-opening twist** to your next conference, seminar or corporate function.

Bat Magic™ Show

(Stage Production)

This stage production will take your audience on a roller coaster ride of fun and inspiration, laughter and motivation. It promises to be an **eye opener to those that can, but are too lazy to see!!!**

This show is a moving, gripping & inspirational autobiography of a blind man with vision, looking at "the lighter side of living in darkness"

Hein launched the Bat Magic Show at the **Grahamstown** National Arts Festival during July 2003 and from there it when on to the **KKNK** and **Aardklop** festivals with great success.

Bertus Colyn, a blind musician and longstanding friend of Hein, takes care of the **guitar work & backing vocals** for the music that is included in the show. Some of the songs are **original works** by Hein & Bertus.

Some of the reviews include:

SA FM: "Hein is someone that really embodies the true spirit of the Grahamstown Festival with is show Bat Magic"

The Q: "A gripping and inspirational autobiography of a passionate and zestful blind man"

eTV: "one of the more intriguing productions on the fringe this year"



Hein donates 10% of all his booking fees to Visiontrust. This fund provides disabled employees with a variety of technologies to enable them to operate competently in their jobs. It allows them the ability to reach their full potential in the open labour market.



Visiontrust donates 10% of its funds to The **Seeing is Believing Campaign**. Seeing is Believing intends to deliver one million sight restorations by World Sight Day 2007.



Visiontrust donates 10% of its funds to The **SA National Council for the Blind**. This NGO strives to meet the needs of all blind & partially sighted people in South Africa.



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Feedback from our Clients

Mike DeNoma, CEO, Consumer Banking, Standard Chartered Bank

"Without doubt Hein is an exceptional individual. He delivered an inspiring presentation with humour and enthusiasm, touching each individual in the audience with his insight into life and the ways in which he overcame his challenges. Our audience of 400 managers & executives from over 30 nationalities were captivated by his many achievements and energy for life. A huge success!"

Harry Charlton, Chief Finance Officer, Parliament of South Africa

"Many of my people have said that they went away with a very different perspective on life. All too often, motivational talks are once-offs with a one-day impact. It is nearly a week after your talk and I am pleased to tell you that people are still commenting about your presentation."

Arno Vorster, On behalf of the Institute of Internal Auditors Western Cape

"This truly inspires those that can see - to stop and think what we have achieved in life. His talk was humoristic, grabbed the attention and was really inspirational as it depicted true and realistic examples we all see in our daily situations but never see the detail as experienced by a person who cannot see..."

Jody Pearson, PR Manager, Alexander Forbes

"Hein is a remarkable young man. He achieved so much in his life that I wouldn't even dream of attempting."

Brian Robertson, HR Director, Vital Health Foods

"The time we spent together on Friday afternoon was WITHOUT EXCEPTION the most humorous, uplifting, motivational and inspirational experience that I have experienced during my 18 years with the Company. The message was clear, practical and relevant to our people and you manage to reinforce a very strong and positive sense of accountability through turning your disability into a massive ability - "I am blind ... what is your excuse ..." "

Debbie Knipe, Assistant Manager, Institute of Estate Agents

"Thank you very much for addressing our agents at our AGM last night. What a huge success. You truly are an inspiration and I have never before booked a speaker who stirred up such a positive response as last night. You are a TOTAL delight. "

Hein guarantees a 100 % refund should you feel that his presentation / performance did not make any impact on your audience

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