

KEITH MILLAR BIOGRAPHY**D. KEITH MILLAR**

Keith enjoys bringing out the best in his clients; challenging them to rise to their potential. Through his own start-up business experiences, he gained an appreciation of how hard it can be, but the exhilaration of achievement through persistence. He understands the importance of habit and routine, attitudinal change and employing the right framework, such as the Gravitas Impact 4 Decisions.

Keith coaches professional service partners, business owners and senior management teams from a broad and diverse range of for-profit organizations. Twenty years ago, he began a co-mentoring group of 20 CEOs and business owners who wanted to meet regularly with their peers to come up with answers to major changes at the time. That group has grown and still meets today monthly.

He became a Four Decisions® Certified Coach and is just as excited by this as when starting his own career, with the opportunity to help businesses and their leadership team apply the Four Decisions® methodology. He enjoys his guitar, football (Aussie rules) and takes an active role in North Melbourne FC, cinema, travel, reading and being a personal development junkie.

Executive Summary

Keith Millar began his career in accounting, commerce and teaching. As an entrepreneur, he co-founded White, Millar, Cooke and Canvin, an issues management, strategy and communications consultancy with offices in Melbourne and Sydney, serving clients from Australia's top blue-chip firms. In the late '90s, he began a training company focused on development of leaders and managers. He understands the why and how to change organizational attitudes and culture; just as important as changing processes and strategy.

Industry Specialties

- Professional Services
- Manufacturing
- Business to Business

Coaching Specialties

- Business growth specialist
- CEOs and business owners
- Senior managers
- Sales and marketing

Specific Expertise

- Sales & sales management
- Productivity
- Personal leadership
- Management
- Professional services
- Business growth

Current

- Managing Director, Millar Inc.
- Consultant, Millar Inc.

Past

- Managing director
- Business development
- Entrepreneur
- Director
- Consultant
- Executive coach

Education

- Commerce degree, RMIT University
- Post-Graduate, Marketing, Monash University
- Training & Facilitation Certificate, Four Decisions® Certified Coach, Gravitas Impact