

NICKY *Miklos*

PERFORMANCE WITH PURPOSE

Three levers.

Smart Business
Growth.

A clear model for leaders ready to move
from busy and reactive to deliberate,
repeatable commercial performance.

WWW.NICKYMIKLOS.COM



The Smart Business Growth model.

Three levers — pulled together, consistently. Master them, and growth stops being luck and starts compounding.

01



LEVER 01

Commercial Leadership

Performance culture, performance coaching, performance management. Leaders who hold the standard, have the tough conversations, and build a team that performs without the owner in the room.

02



LEVER 02

Streamlined Methodology

One process. One playbook. One standard. A systemised, scalable sales approach your whole team can run — so results stop relying on the few who are naturally good at it.

03



LEVER 03

Rhythm for Momentum

Steady cadence, clear benchmarks, real follow-through. The operating rhythm that turns good intentions into consistent execution — week after week, not just when the pressure is on.



THE OUTCOME

**Three levers. One direction.
Smart Business Growth.**

WORK WITH ME

Three ways to work together.

Three entry points, one model. All anchored in the same three levers — start where it makes sense, and scale as you grow.

TIER 01

Activation Sessions

Built to activate. Designed to stick.

Focused capability sessions across two tracks — Sales Capability and Commercial Leadership.

STARTING FROM

\$3,000

MOST POPULAR

TIER 02

Strategic Partnering

Think bigger. Plan sharper. Move faster.

Facilitated strategic sessions for owners and leadership teams. Integration Session always included.

STARTING FROM

\$7,000

TIER 03

Smart Growth Program

The full ecosystem working together.

A bespoke, sustained engagement built across every lever — beyond founder dependency.

STARTING FROM

\$30,000

ALL PRICES EXCLUDE GST · POA ON BESPOKE SCOPE

98%

“Since working with Nicky, we’ve grown 98% on average year on year over the last five years.”

James Bartrop · ShadowSafe

OUR CLIENTS

Trusted by
leading
brands.

"Innovative perspectives that lead to real results — professionalism, expertise and fresh IP that set her apart."

Angela Rasspass

DFK INTERNATIONAL



Activation Sessions

Focused capability sessions that activate performance — not just inform it. Pick the track and the format, and your team walks away with tools they can use immediately. Drawn from 20+ years in the field, centred on one belief: consistent execution doesn't happen by accident. It's intentional.

CHOOSE YOUR TRACK

Sales Capability Track

EXAMPLE FOCUS AREAS

- › **Mindset of sales** — beliefs, drivers and the habits behind sustainable performance
- › **Buyer archetypes** — how clients decide and how to meet them where they are
- › **The sales conversation** — questioning, objections, language and closing the yes
- › **Pipeline & strategy** — proactive business development and a consistent nurture rhythm

Commercial Leadership Track

EXAMPLE FOCUS AREAS

- › **Culture & standards** — a thriving culture, above/below the line, values that live
- › **Coaching skills** — a coaching culture, GROW, feedback and observational coaching
- › **Performance & accountability** — tough conversations (PACE), KPIs and critical alignment
- › **Leadership mindset & state** — self-leadership, the drama triangle and emotional fitness

CHOOSE YOUR FORMAT

Power Session

1 HOUR

One concept. One skill. Immediate impact.

\$3,000

Masterclass

2 HOURS

One topic, two hours of focused skill-building with time to practise and embed.

\$5,000

Half-Day Immersion

HALF DAY

Multiple topics, real depth, and an Integration Session to make it stick.

\$7,000

Full-Day Immersion

FULL DAY

The full capability experience — more topics, more practice, and an Integration Session to lock it in.

\$12,000

1:1 Coaching Sessions

3-MONTH BLOCKS

Fortnightly, tailored coaching that brings your real-time challenges and scenarios to life with hands-on support. Includes an eDISC behavioural profile unpack and unlimited laser coaching.

\$6,000

TIER 02 ·

Strategic Partnering

This isn't a workshop. It's a thinking partnership. Step out of the day-to-day, think strategically, and build the plan that keeps momentum going — every engagement includes a follow-up Integration Session 2–3 weeks after.

HALF DAY

Growth Sprint

A focused, high-impact strategic session for owners or leadership teams. Quarterly rhythm, clear outcomes, True North planning built in.

From \$7,000 · inc. Integration Session

FULL DAY

Growth Offsite

A full day out of the business. Think bigger, plan deeper, and leave with a recalibrated leadership lens and a clear path forward — everything taken care of on the day.

From \$12,000 · inc. Integration Session

Rotating themes — **True North Calibration, Commercial Leadership, Sales & Growth, Rhythm for Momentum.**

TIER 03 ·

Smart Growth Program

The full ecosystem working together. This is a bespoke, sustained engagement built around your specific lever gaps, designed to move your business from scattered, reactive growth to growth that's intentional, structured and scalable.

Focused Program

Single lever focus · 3 months minimum.

From \$30,000 · POA ON SCOPE

Full Program

All three levers, full ecosystem · 6 months minimum, 12-month sweet spot.

From \$60,000 · POA ON SCOPE

REAL BUSINESSES. REAL RESULTS.

FULL PROGRAM · 10-YEAR ENGAGEMENT

Commercial Leadership and Sales Capability embedded across a large media organisation with multiple sales teams — the longest-running proof that smart growth creates lasting change.

FOCUSED PROGRAM · TWO-PHASE ENGAGEMENT

A methodology-lever engagement for a national professional services firm: sales process audit, new architecture, playbook design, then capability deepening and team alignment.

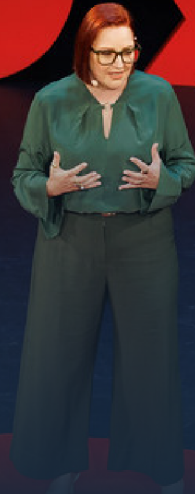
FULL PROGRAM · 12-MONTH ENGAGEMENT

A multi-team, multi-leader organisation of 50+ people: Leader Masterclasses, Sales Power Sessions, Accelerator Sessions and Momentum Mentoring across 8 leaders.

FULL PROGRAM · 6 YEARS & ONGOING

Multi-lever work spanning Commercial Leadership, Sales Capability and Strategic Partnering across a scaling service business of 10+ people.

TEDx



NICKY *Miklós*

LET'S TALK

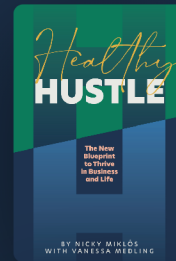
Start the conversation.

Nicky Miklós is a TEDx speaker, business growth strategist, and facilitator who helps established business owners build smarter growth through stronger commercial leadership, better sales execution, and more scalable team performance.

With 20+ years in senior sales leadership — including Sales Director and Head of Digital Marketing Solutions — she brings commercial sharpness and a deeply human lens to every engagement.

Certified in eDISC Behavioural Profiling and Meta Dynamics™ NLP. Author of *Healthy Hustle*. Host of the Smart Business Growth podcast.

ALSO FROM NICKY



THE BOOK

Healthy Hustle

healthyhustle.com.au



THE PODCAST

Smart Business Growth

nickymiklos.com/podcast

WHAT DRIVES THE WORK

Commercial impact is non-negotiable

Real performance, real return, real traction.

Sustainable performance beats short-term hustle

Results that last, without the personal cost.

Smart growth is built, not hoped for

Deliberate, repeatable, built to last.

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LINKEDIN

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YOUTUBE

[/Nickymiklos](https://www.youtube.com/channel/UC...)

SPEAKING

TEDx · keynotes