

SPEAKER PROFILE

KALEY CHU

**100
LUNCHES**
with STRANGERS

***STRANGERS
NO MORE***

www.kaleychu.com



Meet Kaley Chu

Kaley Chu is an author, speaker and people connector. In 2018, Kaley turned lunch into a life changing experience. Not just one lunch, but 100 of them. With strangers, over a year!

She is the author of the brand new book, '100 Lunches with Strangers'. Since publishing the book, Kaley has been featured in The Age and Sydney Morning Herald and been interviewed on television and radio stations across the country. She is now sharing her journey and the lessons distilled from those 100 Lunches with the rest of the world.

Don't be scared of the word stranger.

Described as one of the freshest new faces on the motivational speaking circuit, Kaley is a featured speaker at Pause Fest and major events for Choice Aggregators, HRIA, Women in Hire, Money Quest and Aussie Home Loans to name a few.

Kaley is a thought leader with a down-to-earth, everyday manner. Her inspirational story has the power to cut through corporate hype and encourage immediate, life-changing action.

Her story has not only inspired many to get out of their comfort zone, but it has also motivated entrepreneurs, franchisees and seasoned sales professionals to re-examine their business networking and connection strategies.

“I promise the experience will transform your life as well.”

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What is 100 Lunches?

Born and raised in Hong Kong, Kaley came to Australia to pursue an education and other opportunities in 2007. However, with all her friends and family more than 7,500km away, her confidence was smashed; she became reserved, timid and shy.

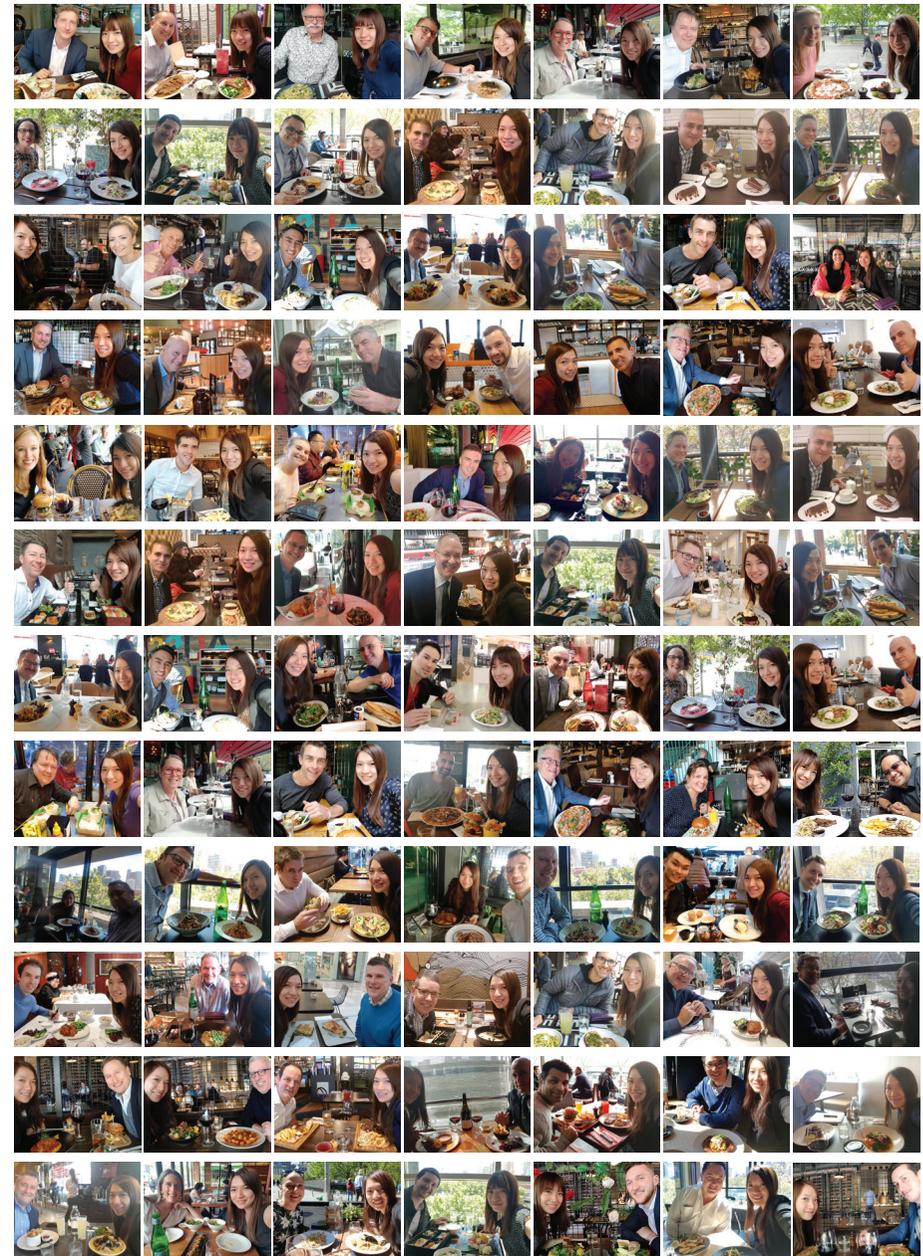
In 2018, as a direct result of her shyness, she found herself in an extremely embarrassing and humiliating situation. She knew something had to change.

Kaley committed herself to a new and exciting challenge: to have lunch with 100 strangers and overcome her shyness. When she finished her challenge, she realised that not only had her confidence grown enormously, this experience had completely transformed every single aspect of her life.

She has since written and published a book about her journey and she is now speaking all over Australia to motivate others to step out of their comfort zone, connect with people, and live a more fulfilled life.

What can it do for you?

"I am sharing this journey with you in the hope it will inspire you to step out of your comfort zone, change your destiny and unleash your hidden potential. Do something unexpected, step into your power and impact others positively. Meet people from different backgrounds. You will be amazed at how much you can learn from each person, and how the interactions will help you live a more rewarding and conscious life."



The Keynote Speech

In her authentic style, Kaley is able to deliver a high-energy message with passion and humour. She challenges her audience to take the initiative, step out of their comfort zone, dare to do things they never thought possible, take action and achieve real and long-lasting results.

STRANGERS NO MORE

Kaley's presentations are loved by audiences of all kinds – business, entrepreneurs, women's group, immigrants, schools, sales teams, managers, team leaders... In fact, anybody who wants to smash through their limiting beliefs and change their destiny.

Her most requested speaker topics are...

TOPIC 1 *Get out of your comfort zone. Unleash your hidden potential and change your destiny.*

For many of us, connecting with strangers is challenging and perhaps a little scary. Kaley will show you how every stranger, every new connection is a door to opportunities you never thought existed. Her methodology will help you re-evaluate your self-talk, overcome limiting beliefs and move forward into a much more fulfilling life. No matter what your goals or objectives, Kaley's journey will inspire you to achieve your full potential, turn the ordinary into extraordinary and overcome the obstacles that stand in your way.

TOPIC 2 *Ignite your sales team's potential with a fresh mindset and new strategies for creating new, profitable relationships - a new way of prospecting.*

Kaley's highly engaging and motivating presentations will give your team practical strategies for making more and much deeper connections that will lead to greater engagement, stronger relationships and ultimately, more business! Your sales team will have an entirely new paradigm to operate in – one in which they do not let their comfort zone, past performance, fear of rejection or limiting beliefs hold them back from achieving their goals. At the same time, they will be more authentic in their approach to building strategic connections and winning new clients.

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Speaking at the Choice National Conference on R U OK? Day.



Shane Jacobson and Shawn Sheather made a surprise appearance for R U OK?



Kaley's national speaking debut at the Choice Aggregation National Conference on the Gold Coast was well received for her authenticity and down to earth delivery

TOPIC 3 *Bye Shy, Fly High! - Overcome your shyness forever.*

Whether you have recently arrived in Australia and don't yet have a network or whether you've been here all your life and have struggled to connect, this inspiring presentation will show you how to:

- Be more confident
- Step out of your comfort zone
- Connect with new people and new opportunities
- Transform and enrich your life

Kaley's 100 Lunches journey is an inspiring story of one woman's journey to real fulfillment. The strategies, stories and lessons she shares will help you do the same.

Kaley is happy to customise topics for different audiences for maximum impact.

Have a particular theme for your event, key messages you want convey, behaviours you want to reinforce? Kaley can tailor her presentation to suit and ensure that it is in line with your strategic and corporate objectives. Ask how Kaley can add enormous value to your next event.

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The Book

'100 Lunches with Strangers' is essentially 15 lessons that detail Kaley's transformation, from quiet and reserved, into confident and ready to take on any challenge.

The lessons cover deep topics such as fear, mindset, diversity, patterns, judgements, understanding yourself and so much more. Each lesson also comes with prompts to get you thinking, and she also shares the exact letter she used to ask strangers to lunch. Kaley hopes that after learning how this experience changed her life, you will be inspired to broaden your own horizons and make some life changing connections

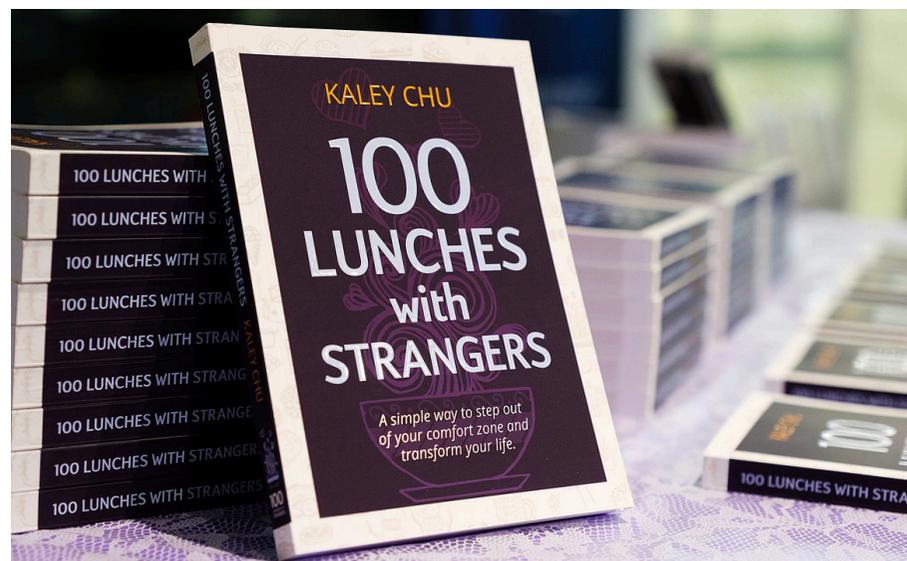
A must-read for anyone who's looking to expand not just their personal experiences but also their professional networks.

This book is the telling of how the simple and consistent application of action, driven by the fundamental human instinct of seeking authentic connection, is the cornerstone of every fruitful relationship.

"Kaley has uniquely combined entertainment, knowledge and efficiency in an inspirational manual that is easy for everyone to read. Her personality shines through her words and creates a caring core that is different from all other inspirational guides. 100% recommend." **Vinay Samuel** *Entrepreneur. Founder and CEO of Zetaris*

100 Lunches with Strangers (available as paperback, PDF or for Kindle) can be purchased at kaleychu.com/100lunches

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"I had experimented with stepping outside of my comfort zone several times along the years. But what Kaley did sounded out of the ordinary. Until I read her journey. It's not an impossible achievement. It's doable, it's approachable, and most of all, it enhances the power of human connection, which we all seem to lose day by day connected to our smartphones." **Catherine Wong** *International Pianist and Ambassador of British-Chinese Co-music*

Why you should book Kaley for your next event

Niche Topic

**Easy To
Work With**

**Friendly And
Personable**

**Fresh
Speech**

**Stays All Day And
Interacts With
Attendees**

**Authentic
Style**

**Great Feedback
From Audience**



Testimonials



"Thanks again for your time yesterday Kaley. It was great to meet you and your words had a profound impact on both the group and myself. You have a very inspiring vision and story. I look forward to staying connected." **Graham Beal**
Executive General Manager - Human Resources and Safety at Coates Hire



"Thanks Kaley for delivering such an incredible keynote presentation at our Conference. Not surprisingly it scored the highest rating from our members. Your story is testament that we really can change our destiny. Yes, you need to be incredibly courageous and yes you also need to be very committed to sticking to a plan, but you have shown that we can all do it! Your keynote and book should be mandatory reading for all school-leavers to better prepare them for all that life can offer PLUS anyone employed in a job that has a sales component. There has never been a more unique prospecting initiative and how when it's done right, it can transform you and the potential of your business." **Michael Russell** *Managing Director at Money Quest*



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"From silent awe to outbursts of laughter Kaley Chu captured the attention of every participant as she shared her 100 Lunches with Strangers story, at the HRIA Women in Hire Program (WIH). Kaley's natural warmth, sense of humour, authentic style and unique story was compelling. Thank you, Kaley, for inspiring each of us to step outside our comfort zone. We look forward to warmly welcoming you again at future events." **Aileen Hiskins** *Managing Director at Strategic Alignment Training*



"Kaley has the most unique combination of charisma and authenticity, as she captivated the room through sharing her very personal story, followed by an intimate live Q&A session. She was insightful and engaging, offering pragmatic advice on how to approach networking and relationship building. Kaley is not your usual cardboard cut-out keynote speaker; her natural charm comes without pretention. She is particularly inspirational to those who struggle with shyness and introversion, her subtle confidence serves as proof of what is possible after "100 lunches with strangers". The Sydney Professional Development Forum would like to thank Kaley Chu for her generosity and candor. We highly recommend her as a keynote speaker for your upcoming event." **Jeffery Wang** *Founder at Sydney Professional Development Forum*

"National Mortgage Brokers recently invited Kaley to present at our national professional developments days. Whilst largely unknown beforehand, Kaley's story about how she conquered her inexperience and inner fears to go out and network to the world resonated with all in attendance. Kaley's natural presentation style and ability to connect with her audience was outstanding. I highly recommend Kaley for any business looking to motivate their teams to go out and build new networks." **Gerald Foley** *Managing Director at National Mortgage Brokers*

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Media

Since publishing the book, Kaley has been featured in The Age and Sydney Morning Herald and has also appeared on radio stations and podcasts across the world.

For more - www.kaleychu.com/media



A digital marketing podcast



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"I can pick who will make it, and I believe Kaley will. The concept of 100 meetings with interesting and successful people will benefit her in spades. If Kaley knew or could learn what we know now, but at her young age, with her passion and enthusiasm – she would own the free world." **Ray Malone** CEO of AMA Group

Lunch with strangers a recipe for success

Paul Sakka

Kaley Chu will soon embark on her 150th "LinkedIn lunch" – shared meals with people she met via the networking platform.

Chu's new year's resolution was to have lunch with 100 successful individuals – most of them senior business people, all of them strangers – to improve her professional and personal capacity. She's flown past the 100-mark and doesn't plan on slowing the pace. In her book, *100 Lunches with Strangers*, Chu chronicles how the exercise "changed her life".

The impetus for Chu's restaurant-hopping adventure was her shyness at work, and her keenness to broaden her horizons.

Chu – Hong Kong-born, with English as her second language – recalls sitting in a meeting with a director at her firm where she was

unable to comment. "I couldn't say a single word, so I had to do something... I needed to find my confidence," she said.

The business development manager at advisory firm Equi Wealth began sending LinkedIn messages to dozens of businesspeople, telling them about her goal and asking if she could pick their brains over a bite.

"Most people said, 'OK, why not?'" she said.

"Sometimes I'll be with a senior manager of a big company and the whole conversation may have nothing to do with work – it'll be about life and their wife and kids... It's something I look forward to every day – what will I talk about, what will I learn?"

Chu says the exercise had an immeasurable impact.

"It's helped me enormously both professionally and personally... I've



Ray Malone and Kaley Chu.

become a more rounded, different person. I'm more confident speaking to people," she says.

"It's also led to increased business with people referring clients to me."

Chu's expedition had her sitting across the table from people as varied as Tansel Ali, a four-time Australian memory champion, and Ray Malone, founder of crash repair giant AMA Group.

Malone knows about forging success against the odds.

Orphaned at 11, he left school in year nine. In 2010 he took control of a crash repair roll-up company with a turnover of \$2.4 million and around \$20 million worth of debt.

The company is now worth almost \$700 million, and Malone puts much of his success down to the characteristics he sees Chu emulating.

"I've done a lot of listening to other successful people over my life – it's super important. Even when people fall over, I learn a lot from that," he said.

"What Chu is doing, is gathering tools to get exactly where she wants to go in the fastest time."

Malone said he wasn't a personal devotee to the mid-week business lunch. "I was too busy for lunch... I was one of those people who think you need to put your own 'what on the chopping board' and work hard."

He isn't alone in being too time-poor for a weekday knees-up. Restaurant and Catering Industry Association of Australia deputy CEO Sally Neville said, "There's a shift from multiple-course, two bottles of wine, big-end-of-town lunches to a lighter, more casual, vibrant style."

"It's now more efficient, less extravagant, lighter lunches in response to consumer demand... and the general tone of workplaces where you need to be productive when you get back to the office."

But Malone said he wishes he had undertaken the same exercise when he was Chu's age.

"When I was young, if I'd had 100 lunches with successful people, I'd have listened to the top 20 things they told me and would have gone from there." "She's looking at the top 2 per cent of people and picking their brains," he said.

The Sydney Morning Herald

BUSINESS SMALL BUSINESS LINKEDIN

How 100 'LinkedIn lunches' with strangers changed Kaley's life

By Paul Sakka
June 25, 2019 – 12:00am



Kaley Chu will soon embark on her 150th "LinkedIn lunch" – shared meals with people she met via the networking platform.

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Chu's new year's resolution was to have lunch with 100 successful individuals – most of them senior business people, all of them strangers – to improve her professional and personal capacity.

6 View all comments



Kaley Chu with Ray Malone, founder of \$680 million crash repair company AMA Group.



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How 100 lunches with 100 strangers changed Kaley Chu's life
ABC Radio National | By Sarah Scopellanos and Maria Tickle for This Working Life
Updated about 8 hours ago

PHOTO: To get over her shyness, Kaley Chu threw herself into the deep end. (Supplied: Kaley Chu)

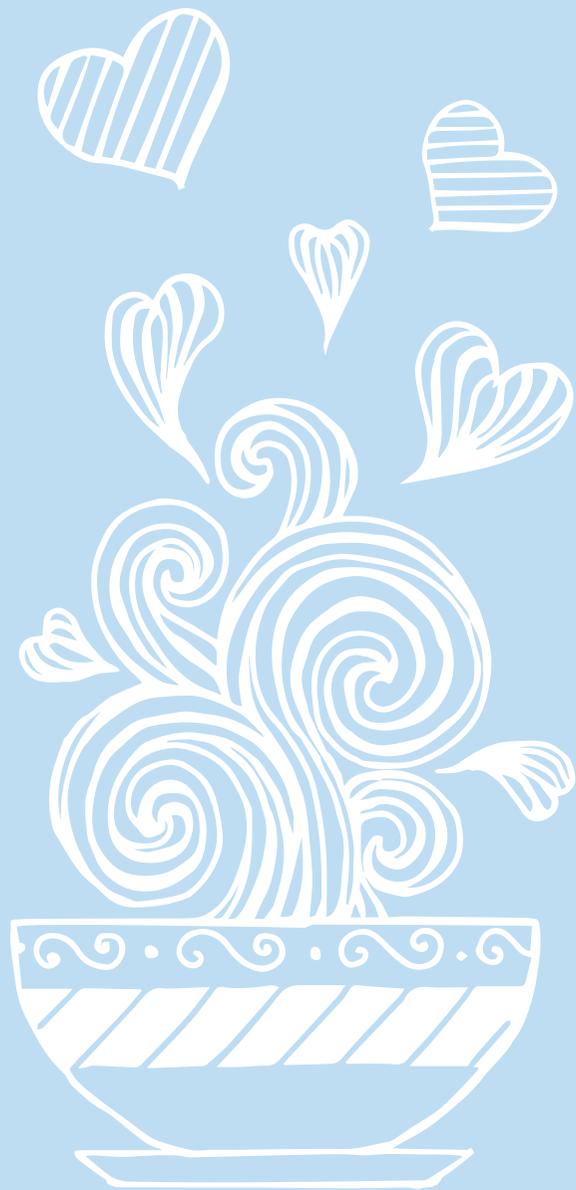
Kaley Chu has a confession: before embarking on an ambitious mission to banish her shyness, she felt like a boring person with "absolutely no stories to share".

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