

NO BOUNDARIES Balancing Risk & Reward

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My Background

- ▶ Managing director and Owner Pacific automotive Holdings
- ▶ Previous Chairman Pacific Premium Funding
- ▶ Founder & Previous MD of Pacific Premium Funding
- ▶ Former Chief General Manager Allianz Australia Insurance Group



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Today!

- ▶ Let me share with you some of my experiences/adventures !
- ▶ Goals and Boundaries Vs Risk - finding the balance



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The Pacific Story

- ▶ The business commenced in December 2001.
- ▶ We borrowed \$50m then a further \$50m 3 months later to purchase another business.
- ▶ Grew revenues to \$450m in 2-3 years.
- ▶ GE purchased in 2004.
- ▶ Sales around \$1 B.



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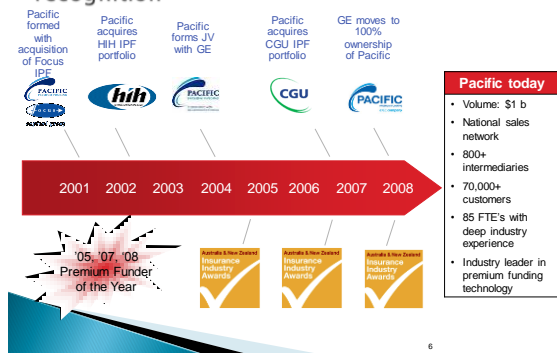
New Co Strategy

- ▶ Acquire a 'base' position through merger of HIH & focus into New Co.
- ▶ Employ best staff in each state.
- ▶ Grow business using proven techniques and innovation.



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A strong history of growth & industry recognition



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Come fly with me !!!



Flying background

- ▶ Hold fixed and rotor wing licenses, twin engine instrument rating and Turbine endorsements
- ▶ Have amassed around 4,000 hours flying in last 13 years.
- ▶ Crossed the Pacific ocean 4 times, Indian ocean twice, the north sea and have ferried a number of aircraft.
- ▶ Extensively travelled around Australia in all forms of craft.
- ▶ Set and hold Cessna C310 ground speed record 320 kts..

Come with me for the ride !!

- ▶ Fort laudedale – Bankstown
- ▶ 9000 +Miles
- ▶ 10 stop overs
- ▶ 63 hours flying
- ▶ 3400 litres of fuel

Here we go..



A ferry pilot

- ▶ There are no books, no exams no flight test yet it is one of the most challenging things you will do..
- ▶ You will need to be highly focussed, have a sound mechanical knowledge and be able to make good decisions ALL of the time..
- ▶ You need to understand the risks and mitigate each and every one of them .
- ▶ Most of all , you will be highly focussed and overcome various human factors AND have an understanding partner!!

Am I up for it

- ▶ If you are not a calculated risk taker..
- ▶ If you make poor decisions under pressure
- ▶ If you can `t make good decisions without ALL the facts
- ▶ If you don `t listen to others
- ▶ If you take unnecessary risks
- ▶ If you are not a good swimmer
- ▶ THEN DON`T THINK ABOUT FERRY FLIGHT...

The Master !!!

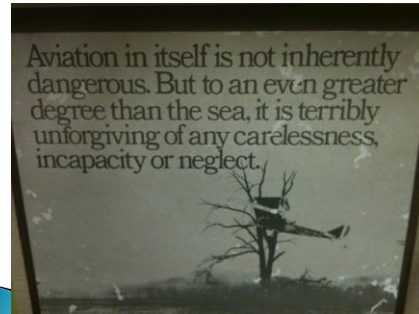
- ▶ Jim Hazelton...
- Over 40,000 hours..



Crossed pacific ocean first in 1960s
 Has been across Pacific well over 150 times,
 never lost a plane!
 An international aviation icon
 My aviation theory lessons..



A flight desk in Hawaii recently



A flight briefing office in Muscat 2010

`Unlike many other occupations, in Aviation there is NO such thing as minor details!!`

Planning & preparation

The paper work alone is enough to make you consider whether or not its all worthwhile.

- ▶ Ferry permit
- ▶ Engineering drawings
- ▶ Placing on Aust register
- ▶ Country clearances and TSA
- ▶ Customs & AQIS docs
- ▶ Landing clearances
- ▶ Maps /charts
- ▶ Flight plans
- ▶ WEATHER

Then there is the plane

- ▶ Once selected/purchased the preparation starts.
- ▶ Thorough checks of planes performance down to finite detail. Oil checks, system checks, flight tests over and over ...
- ▶ Careful review of Mods required i.e. HF radio installation, ferry system and tanking.
- ▶ Checking to ensure systems all work as specified..

Making room for fuel etc.



Back seats removed ...



Getting ready...



Ready to go



Hmm! a possible set back



Another little issue



Take - off a moment of truth!!

	Normal	Ferry Configuration
▶ Take off weight	1400kgs	1600kgs
▶ Rotate speed	75 kts	90 kts
▶ Climb speed	100	110
▶ Stall speed	67	85
▶ Rate of climb fpm	800	250

You are now flying a plane you have never flown before !!

On the way*Planes ferried ...PA 42 Cheyenne 400LS**G 36 .Zurich – Bankstown**PA 31 350 Chieften..Hawaii/Bankstown***IT'S ALL ABOUT**

- ▶ Setting unrealistic objectives
- ▶ Planning & execution
- ▶ Understanding the `risks` and mitigating them

The Real Question

- ▶ How to get staff & customers to perform beyond the `paradigm`?

Introducing

- ▶ `Boot Camp`
 - Where anything and everything is possible!!

Here we are – But where?



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Then we are sent up a 2500ft mountain at 5:30am



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Look at how far we walked!



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In Summary

- ▶ Most people Never reach their full potential.
- ▶ 'Risk adversity' and Corporate Bureaucracy STOPS most people from achieving full potential.
- ▶ It's up to ***you !!***

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