



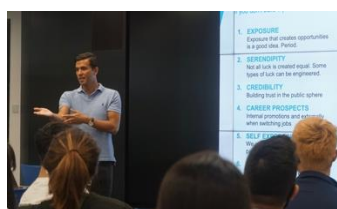
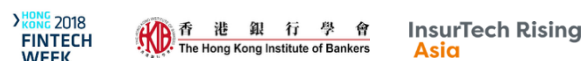
QUINLAN  
& ASSOCIATES

# CORPORATE TRAINING

Learning & Development Services 2026



## OUR CLIENTS PROUD PARTNERS



## TESTIMONIALS HAPPY CLIENTS



*"Our partnership with Michael has been a hugely positive experience. He is an amazing facilitator, with the rare ability to hold a room and engage everyone to participate. He delivered high-quality, inspirational content that not only energized our team but also equipped us with useful information to better understand our team dynamics. For anyone looking to elevate performance and align with core values, you should absolutely be engaging with Michael."*

**Sarah Crawshaw**  
Chief Operating Officer, FGS Global

*"Delighted to have had Michael and we extend our heartfelt gratitude for delivering an inspiring talk to our team. We are grateful for the positive influence Michael had on us. Thank you once again for sharing your insights and uplifting our colleagues."*

**Naomi Shen**  
Head of People, Silverhorn Investment Advisors

*"Thank you, Michael for a truly inspiring session. The whole senior leadership team is looking forward to putting the storytelling tips into practice."*

**Andy Bentote**  
Regional MD & Head of Asia Pacific, Page Group

*"I greatly appreciate Q&A's end-to-end consulting services. Their follow-up workshops ensured their solution could be put to day-to-day use by our staff. Q&A really deliver strategy with a difference."*

**Joanne Hon**  
Former Head of Asia Pacific, Dealogic



*"A heartfelt thank you to Michael for the exceptional training session. The overwhelmingly positive feedback from everyone speaks volumes about the impact you've made. Your insights, expertise, and engaging approach truly captivated the team. I am already implementing your strategies this morning, and I'm confident they'll yield great results. Looking forward to more enriching sessions. Thanks once again!"*

**Yiman Bai**  
Partnership Director, Eight Wealth International

*"We were impressed with Ben's deep industry knowledge on the forces driving disruption, innovation and transformation through personal experience and case studies. His insights left a lasting impression on our senior APAC leaders."*

**Angela Clowry**  
APAC Brand, Marketing & Communications Leader, EY

*"Ben filled our auditorium with laughter with his humorous take on diversity, harnessing creativity, and how to leverage diversity in one's career. Our employees really enjoyed a skills-based workshop on applying humor to help ease tension in everyday work situations."*

**Women's Business Alliance**  
Morgan Stanley

*"I would recommend Michael in a heartbeat! Excellent trainer, logical format, great course content, and very engaging when dealing with a diverse group of people. Looking forward to the next one!"*

**Lyndaine Demetilla**  
Chief of Staff, FUSANG

## WORKSHOP MENU

### CORE OFFERING

● Soft Skills Training ● Technical Training

THEME	WORKSHOPS
 <b>COMMUNICATION SKILLS</b>	<ul style="list-style-type: none"> <li>• Public Speaking, Pitching &amp; Presentation Skills</li> <li>• Storytelling for Senior Executives</li> <li>• Charisma &amp; Executive Presence</li> <li>• Giving &amp; Receiving Feedback</li> </ul>
 <b>PERSONAL BRANDING</b>	<ul style="list-style-type: none"> <li>• Building your Unique Personal Brand</li> <li>• Networking: Inbound &amp; Outbound Lead Generation</li> <li>• LinkedIn: Thought Leadership - How and What to Post</li> </ul>
 <b>LEADERSHIP</b>	<ul style="list-style-type: none"> <li>• Embracing &amp; Developing Your Unique Leadership Style</li> <li>• Hi-Po Training: Developing Leaders of Tomorrow</li> <li>• Facilitation: Leadership Offsites &amp; Strategy Days</li> </ul>
 <b>SALES &amp; NEGOTIATION</b>	<ul style="list-style-type: none"> <li>• Negotiation: Principles of Persuasion</li> <li>• Sales Mastery: Fundamentals of Selling</li> <li>• Mastering the End-to-End Sales Process</li> </ul>
 <b>MINDSET</b>	<ul style="list-style-type: none"> <li>• Prioritisation: Time &amp; Energy Management</li> <li>• Teamwork: High Performance &amp; Organisational Values</li> <li>• Mental Health: Resilience, Balance &amp; Motivation</li> </ul>
 <b>STRATEGIC THINKING</b>	<ul style="list-style-type: none"> <li>• Brand Design &amp; Brand Strategy</li> <li>• Critical &amp; Strategic Thinking Skills</li> <li>• Organisational Skills-Gap Analysis &amp; Advisory</li> </ul>
 <b>DIGITAL INSIGHTS</b>	<ul style="list-style-type: none"> <li>• Developing an Effective Digital Innovation Strategy</li> <li>• Crafting a Class-Leading Digital Customer Journey</li> <li>• Formulating an Organisational Data Strategy</li> </ul>
 <b>INDUSTRY INSIGHTS</b>	<ul style="list-style-type: none"> <li>• Financial Services / Wealth Management / Insurance</li> <li>• White Papers (virtual banks, robo-advisory, online broking, digital assets...plus much more)</li> </ul>



TRAINING IN ACTION  
SNAPSHOTS



OUR SERVICES  
CORPORATE TRAINING



As part of our end-to-end strategy consulting services, we provide world-class learning & development programmes focused on developing employees' soft and technical skills.

At Quinlan & Associates, we believe mobilising our clients' employees through tailored training solutions is a critical part of translating strategic objectives into tangible outcomes.

All our sessions are highly interactive and packed with relevant insights. We place a huge emphasis on communication skills, emotional intelligence and self-awareness, so that your people can fulfil their potential.

LEARNING & DEVELOPMENT  
TRAINING & COACHING FORMATS

	LEADERSHIP PROGRAMS	GROUP WORKSHOPS	MOTIVATIONAL SPEAKING	EXECUTIVE COACHING
DELIVERY	We design & deliver high impact programs to develop your team through the year	High energy & interactive group workshops packed with relevant tools	Keynotes, panels & conferences, we deliver intelligent insights & inspiration	1:1 private coaching sessions that enable elite performance and rapid improvement
SIZE	Firm-wide <div><div></div></div>	1-20 ppl <div><div></div></div>	100-1,000+ ppl <div><div></div></div>	1 person <div><div></div></div>
DURATION	Bespoke Annual Leadership Programs (ALP) for your org.	Full day or half-day workshops held at your office	Keynotes, seminars, and conference hosting services	Executive coaching sessions run quarterly or charged hourly



## TEAM BIOGRAPHIES

### SENIOR TRAINERS



Benjamin Quinlan is the CEO and Managing Partner of Quinlan & Associates. He is also former Chairman of the FinTech Association of Hong Kong and Chairs the Innovation & Technology Committee at AustCham (HK). Benjamin has an extensive track record advising many of the world's leading multinationals, financial services organisations, SMEs, and start-ups on a variety of high-profile strategic engagements. He is quoted extensively and frequently interviewed by TIME, Bloomberg, Reuters, CNBC, SCMP, the FT, and WSJ.

Prior to founding Quinlan & Associates, Benjamin was Head of Strategy for Deutsche Bank AG's Equities business in Asia Pacific and its Investment Bank in Greater China. Before Deutsche Bank, he worked at Oliver Wyman, UBS, and PwC.

Outside of his corporate career, Benjamin is a regular TEDx speaker, emcee at large-scale industry conferences, and an Adjunct Professor at the AIT School of Management. He is also an award-winning stand-up comedian, having won the 2017 Hong Kong International Comedy Competition and featuring on Comedy Central TV, as well as numerous other TV shows as a celebrity guest.

[LinkedIn](#)



Michael Campion is a Partner and Head of Corporate Training at Quinlan & Associates.

He has spent over 24 years immersed in the field of personal development and the past 14 years performing on stage as a speaker and trainer, regularly hosting audiences of 1,000+. He has shared the stage with countless CEOs, VIPs and famous celebrities on behalf of big corporates and charities.

He is trusted by some of the world's largest brands, universities and financial services firms to deliver engaging workshops on the Art of Communication, Storytelling for Business, Sales, Teamwork & Motivation.

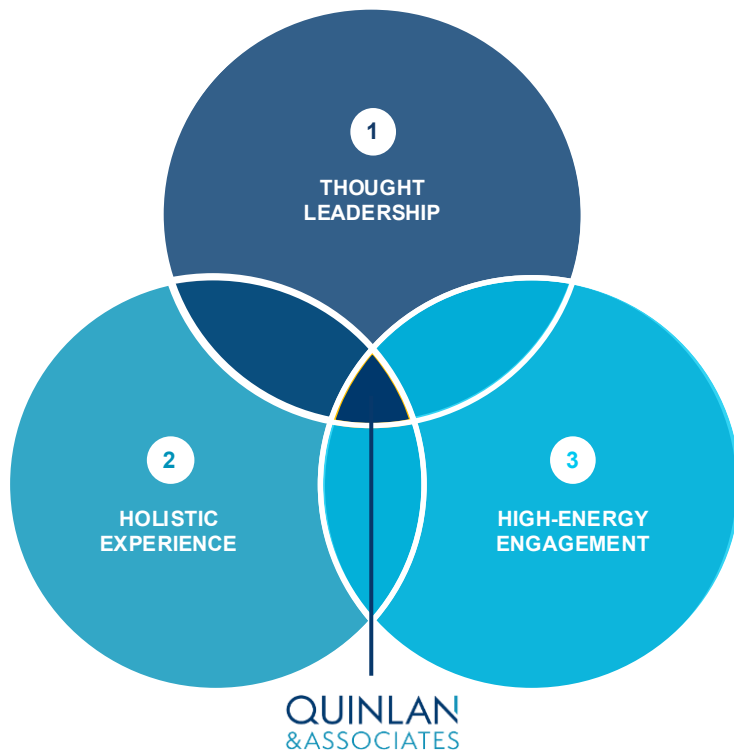
Early in his career, Michael worked as a sales trainer before gaining his Master's in Business Management from the University of Edinburgh Business School, following which he pivoted into front office Investment Banking with the Royal Bank of Scotland. He subsequently left the finance world to fulfil his dream of playing full-time professional football and representing the Hong Kong Men's National Team. Michael is also an entrepreneur and part owner of a luxury Japanese Saké brand.

He hosts the podcast, '*Playing The Inner Game*', featuring interviews with world-class CEOs, Entrepreneurs, Olympic Gold Medallists, Actors and Authors. He grew the show into the #1 Business Show & #1 Self-Help show on Hong Kong's Apple Podcasts Charts with listeners in 165 countries.

Michael has extensive media experience and worked on live television as a sports commentator and presenter. He uses his experience on stage and on camera to successfully coach and advise some of the most senior business leaders in Asia on the finer points of public speaking. His greatest passion is unlocking human potential through intelligent coaching and training that leaves people better than he found them.

[LinkedIn](#) / [Website](#) / [YouTube](#)

## THE Q&A DIFFERENCE OUR APPROACH



*Corporate training  
and coaching  
with a difference*

1

### THOUGHT LEADERSHIP

- Content draws on unrivalled insights from our industry thought leadership reports and strategy consulting engagements
- Workshops place a strong emphasis on case studies and real-world applications
- Many of our workshops are interlinked and self-reinforcing

*Unique content tailored to current needs of the industry, with clear guidance on how to apply knowledge to drive results*

2

### HOLISTIC EXPERIENCE

- Trainers possess a mix of training and industry experience, having worked in a wide variety of roles across diverse sectors
- Thought-provoking content and exercises that draw on principles from multiple disciplines
- Every session is designed just for you and never “off the shelf”

*Deep understanding of aims and expectations of workshops, with a strong ability to relate content to all areas of business*

3

### IMPACTFUL ENGAGEMENT

- Your trainers are also award-winning comedians, TEDx / keynote speakers, leading emcees and entrepreneurs
- Workshops focus on interactive exercises and lively discussions rather than theoretical lectures
- Emphasis is placed on developing tangible skills

*Engaging conversations that create a stimulating environment full of energy, sparking full participation and deep learning*



## ABOUT US

Quinlan & Associates is a leading independent strategy consulting firm specialising in the financial services industry.

We are the first firm to offer end-to-end strategy consulting services. From strategy formulation to execution, to ongoing reporting, communications, and employee training, we translate cutting-edge advice into commercially executable solutions.

With our team of top-tier financial services and strategy consulting professionals and our global network of alliance partners, we give you the most up-to-date industry insights from around the world, putting you an essential step ahead of your competitors.

Quinlan & Associates. Strategy with a Difference.