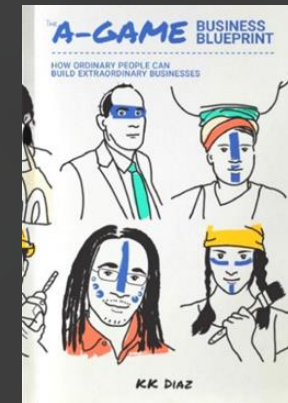




Resume of Mr. KK Diaz



Sowetan



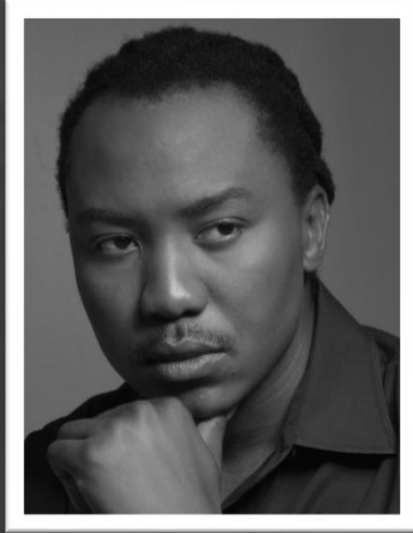
Entrepreneur
MAGAZINE



POWER 98.7
NOW WE'RE TALKING

DESTINY

ANN70
AFRICA NEWS NETWORK



Agenda



ABOUT ME



EDUCATION



SKILL



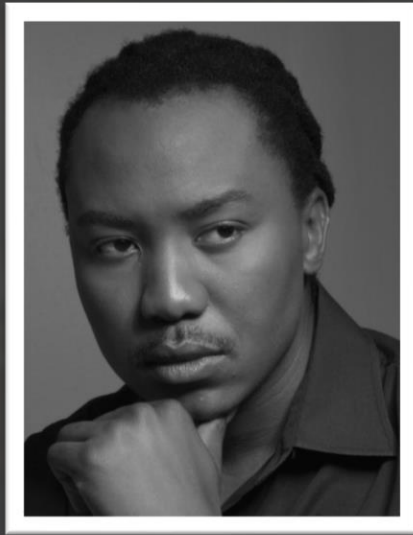
EXPERIENCE



INTERESTS



REFERENCES



KK Diaz

Business Coach, Author & Speaker



kkdiaz.co.za



info@kkdiaz.co.za



+2782 866 1187



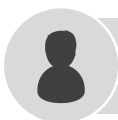
ABOUT ME

I'm a business coach 3X author and public speaker. My life's purpose is to help entrepreneurs achieve prosperity and fulfilment through their businesses. In the last 5 years I've assisted over 1 000 SME's, including over 100 in 2017.

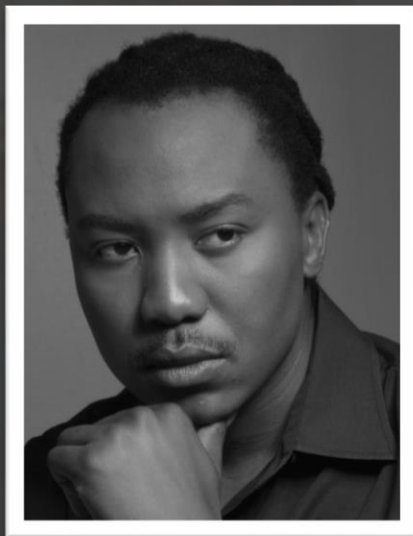
I'm currently studying a BCom Business Management undergrad degree from The Da Vinci Institute, specialising in Entrepreneurship. I have a passion for problem solving. This passion led me to become CEO of Johannesburg-based A-Game Business Consulting, a business coaching consultancy focusing on strategy, business systems as well as leadership development.

My background includes serving as the President of Joburg-South Chamber of Commerce and Industry and Managing Director of Rekopane Dot Biz, an SME Development agency, which developed world-class consulting methodologies and industry firsts, including an audio-based payroll workshop CD called 'Payroll with a Voice', as well as The SME BackOffice, a subscription-based 360-degree back office solution for small to medium businesses.

I've also served as Managing Director of Liber8 Records, as well as Managing Trustee of The African Indigenous Music Trust. Here I assisted in the development of new talent, as well as launching of an artist catalogue to international markets in Canada and USA.



ABOUT ME



KK Diaz

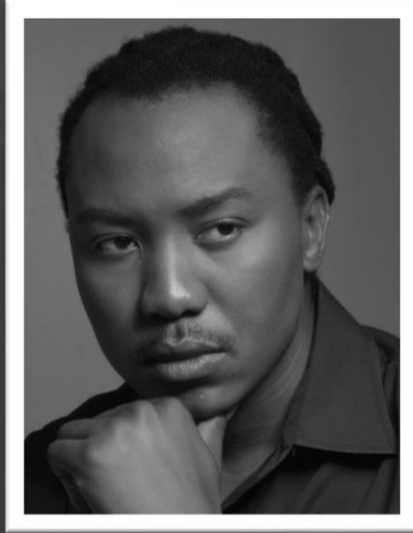
Business Coach, Author & Speaker

As a philanthropist I devote my spare time to E4+C (Entrepreneurs For Positive Change), a collective of entrepreneurs who donate their efforts to helping the disadvantaged through entrepreneurship. This also includes climbing Mount Kilimanjaro as one of the E4+C SME Projects to demonstrate how anyone can overcome their challenges even without resources or experience. I then went on to write a book about it titled 'The Climb – From African't to AfriCAN'.



Other philanthropic initiatives includes:

- Sponsoring and supporting SME's that cannot afford consulting fees
- Sponsoring books to NPO's
- Speaking at no cost to schools and business events
- Leading urban farming and city up-cycling initiatives



KK Diaz

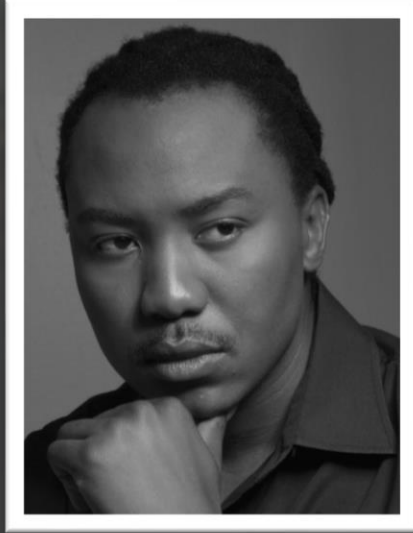
Business Coach, Author & Speaker



ABOUT ME

I'm also a host of an online TV channel on YouTube called A-Game Business TV





KK Diaz

Business Coach, Author & Speaker



ABOUT ME

OBJECTIVES:

- To help reduce the scourge of poverty and hunger
- To contribute to improving the number of successful start-ups
- To raise healthy, happy and economically active children
- To one day adopt and raise 30 kids as my own

VALUES:

- Driven by purpose
- To be reliable and dependable
- Education and continuous self-improvement
- Contribute to the growth of others
- To live a life of integrity



KK Diaz

Business Coach, Author & Speaker



EDUCATION

Qualification : B Com Business Management Undergrad

Year Completed: Currently Studying

Institution: The Da Vinci Institute

Specializing in: Entrepreneurship and SME Development

Accreditations: Infusionsoft Certified Consultant

Year Completed: 2016

Institution: Infusionsoft University (USA)

Accreditations: Contribution Compass Certified Facilitator

Year Completed: 2016

Institution: Sirdar South Africa

Accreditations: Business Doctor Certified Coach

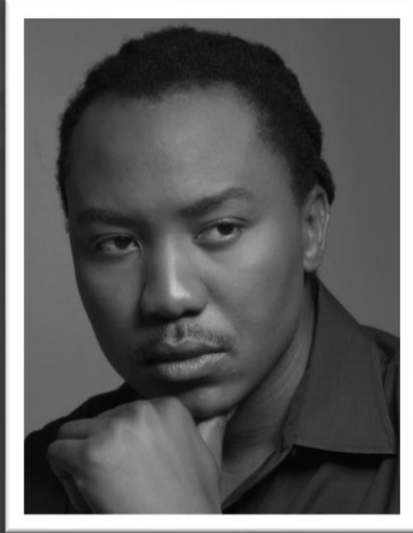
Year Completed: 2015

Institution: Business Doctors Africa

Accreditations: WISDOMS Leadership Development Coach

Year Completed: 2014

Institution: WISDOMS 123



KK Diaz

Business Coach, Author & Speaker



EDUCATION

Accreditations: Flowcentric Workflow Systems

Year Completed: 2014

Institution: Flowcentric

Accreditations: Business and Systems Analyst

Year Completed: 2013

Institution: ProbFaci (Problem Facilitation)

Accreditations: Dealmaking and Negotiations Facilitator

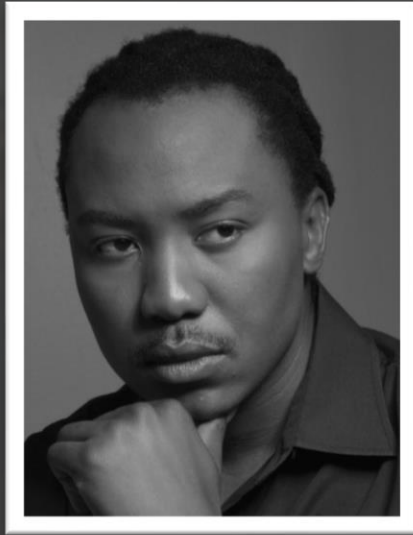
Year Completed: 2012

Institution: The Dealmaker Company

Accreditations: Pastel Payroll Trainer and Consultant

Year Completed: 2003

Institution: Softline Pastel Payroll



KK Diaz

Business Coach, Author & Speaker



EDUCATION

Short Courses

Institution: Astrotech

Year Completed: 2013 - 2015

Courses Completed

- Business Analysis and Systems Analysis
- Mastering Leadership and Management Skills
- Business Communication and Report Writing
- Risk Management
- Corporate Governance
- Managing Generation Y (BizTech)

Institution: 1024 Training and Development

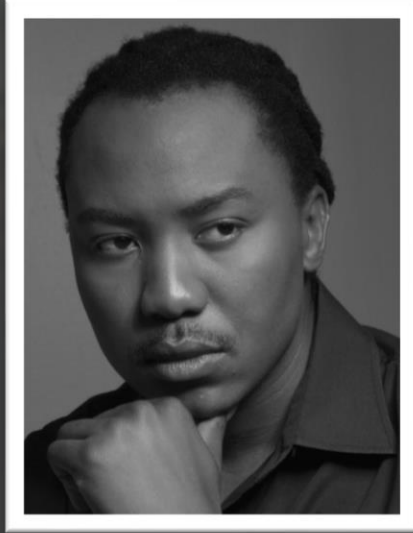
Year Completed: 2013

Courses Completed: Project Management Fundamentals

Institution: Problem Facilitation

Year Completed: 2013

Courses Completed: Advanced Project Management



KK Diaz

Business Coach, Author & Speaker



EDUCATION

Institution: Sizwe Ntsaluba Gobodo

Year Completed: 2013

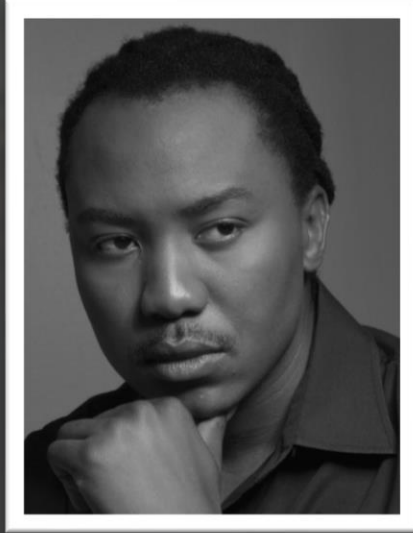
Courses Completed: SAP Business One Fundamentals

Institution: Raizcorp Business Prosperator

Year Completed: 2008 - 2012

Courses Completed

- MC1E – Entrepreneurship
- MC2S – Sales
- MC3F – Business Compliance
- MC4P – Personal Development
- EC1E – Entrepreneurship 0-365
- EC2S – Power Selling the Raizcorp Way
- EC4F – Business Modelling and Finance
- EC5P – Assertive Communication



KK Diaz

Business Coach, Author & Speaker



EDUCATION

Qualification : BCompt Accounting Sciences Undergrad

Years Studied: 1997 – 2000 (Dropped Out)

Institution: UNISA

Specializing in: Accounting and Auditing

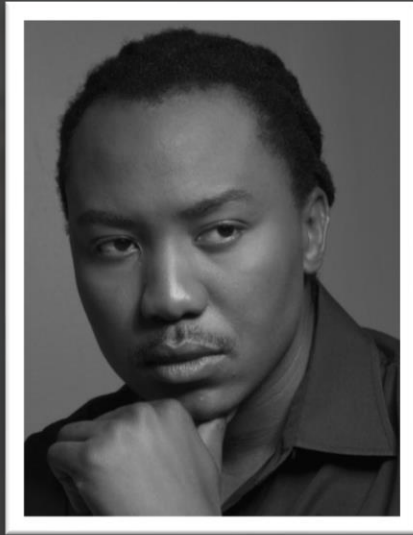
High School Matric

Institution: Promat College - Springs

Year Completed: 1996

Subjects Passed:

- English
- Afrikaans
- Accounting
- Maths
- Economics
- Business Economics



KK Diaz

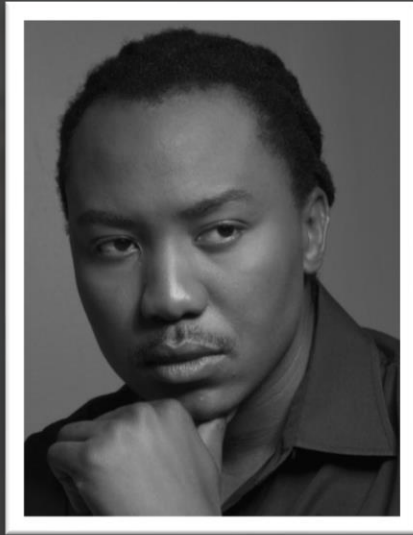
Business Coach, Author & Speaker



SKILL

I've generated tens of thousands of hours developing, practicing and perfecting my skills as a business coach. Below is a high-level view of my skills that I'm able to apply in my profession and in supporting entrepreneurs to grow their businesses.





KK Diaz

Business Coach, Author & Speaker



MY PROJECTS

Below are some of the projects I secured and worked on recently and over the last few years:

At Royal Bafokeng Enterprise Development, A-Game Business Consulting has provided Consultants Training as well as continued SME business development services for approximately 30 entrepreneurs since 2016. Currently the company is running an Phase 3 of their A-Game Business Blueprint SME Accelerator program for 10 Startup Entrepreneurs.

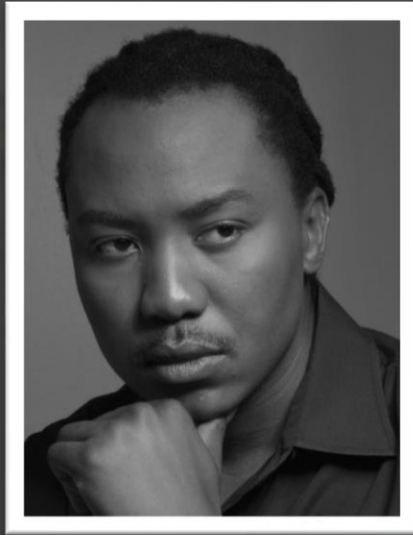
Client Contact: Mr Ian Venter, RBED Incubator Manager



MacRobert Attorneys supported 22 SME in 2016 and now 28 in 2017. A-Game Business Consulting is the facilitator of the company's ESD SME Development Program. These SMEs have been are also going through the A-Game Business Blueprint SME Accelerator for 8 months, some of which are going through one-on-one coaching, facilitated by A-Game.

Client Contact: Ms Inge Basson, ESD Manager





KK Diaz
Business Coach, Author & Speaker



MY PROJECTS

New Tender Created 18+ jobs

"Our business has been in existence for many years as a taxi business. A few years ago we had an opportunity to pursue a big shuttle service contract by Unisa and we had to transform the way we do business. We were lucky to come into contact with KK Diaz and A-Game Business Consulting. They have helped us move our company in a new direction through their business process improvement services."

Contact Name: Robert Phasha



Took SAB KickStart Competition Online

Pre A-Game Business Consulting, the company used to trade as Rekopane Dot Biz. One of the projects the company will always be proud of, is its development of SAB KickStart's first-generation competition online application system. The project was worth approximately R 500 000 and helped SAB KickStart double its SME applications from an average of 600 to 1 400 applications.

Client Contact: Ms Mahlatse Ramoriting, BA for SAB KickStart





KK Diaz

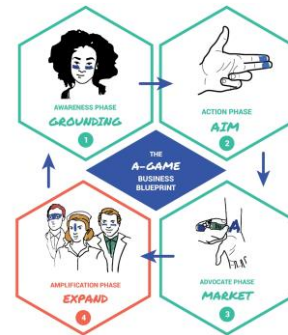
Business Coach, Author & Speaker



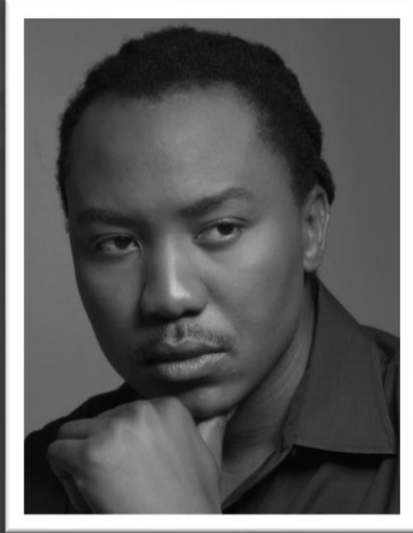
MY PROJECTS

I developed an SME Business Coaching & Development Methodology

The A-Game Business Blueprint is much more than just a book. It's a multifaceted approach to helping entrepreneurs do better business. It encompasses (1) the A-Game Business Blueprint book, (2) an online course and portal offering tutorial videos, webinars and other learning materials, (3) as well as comprehensive a two-day business workshop that provides the opportunity to increase your knowledge, improve your ability to implement the Blueprint as well as to grow your network. It's a complete, collaborative ecosystem designed to help business owners achieve better results.



I'm currently in the process of licensing this coaching methodology to other coaches, consultants and ESD initiatives that need to further build their coaching competence and capacity.



KK Diaz

Business Coach, Author & Speaker



MY EXPERIENCE

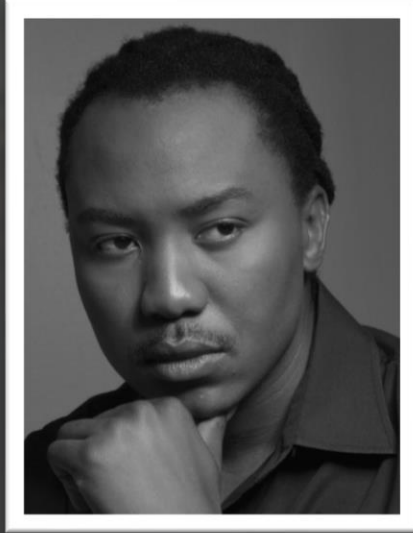
Company: A-Game Business Consulting

Position: CEO and Senior Business Coach

Year: 2015 - Current

Key Responsibilities:

- Executive duties as the company Chief Executive Officer
- Chief content developer
- Client Fulfilment Responsibilities that include:
 - ✓ Business and leadership coaching
 - ✓ Business strategy and business model innovation
 - ✓ Training and workshop facilitation in:
 - Business Modelling and Planning
 - Personal and Leadership Development
 - Customer Relationship Management
 - Sales and Marketing
 - Negotiation and Deal making
 - Business Processes and Systems



KK Diaz

Business Coach, Author & Speaker



MY EXPERIENCE

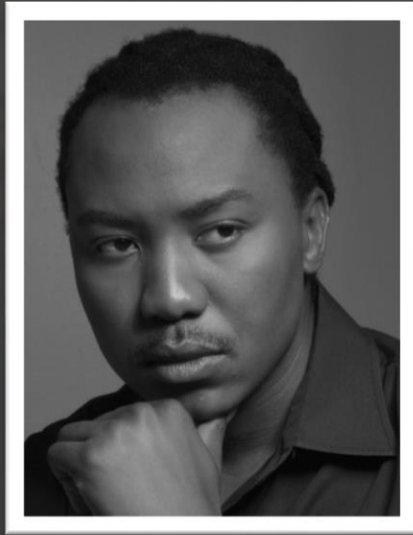
Company: Business Doctors

Position: Business Coach and Chief Marketing Officer

Year: March – November 2015

Key Responsibilities:

- Assisting SME clients to develop profitable and sustainable businesses
- ✓ Business strategy and business model development
- ✓ Training and workshop facilitation for SME clients
- ✓ Business Doctor Franchisee on-boarding support
- ✓ Management of company sales and marketing activities



KK Diaz

Business Coach, Author & Speaker



MY EXPERIENCE

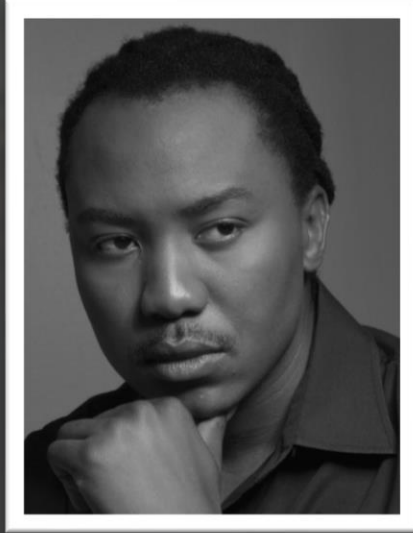
Company: Rekopane Dot Biz

Position: CEO and Senior Business Improvement Consultant

Year: December 2007 – February 2015

Key Responsibilities:

- Executive duties as the company Chief Executive Officer
- Client Fulfilment Responsibilities that include:
 - ✓ Business and leadership coaching
 - ✓ Business strategy and business model development
 - ✓ Training and implementation of:
 - Business Modelling and Planning
 - Business Processes and Systems
 - Payroll and compliance
 - Accounting and Finance
 - Sales and Marketing
 - Software implementations and support for:
 - Pastel Payroll
 - Bluwave CRM
 - Infusionsoft CRM
 - DNN Content Management Systems



KK Diaz

Business Coach, Author & Speaker



MY EXPERIENCE

Company: Liber8 Records

Position: MD and Senior Producer

Year: January 2004 – November 2007

Key Responsibilities:

- General management and human resources
- Strategy and new business development
- Artist talent management
- Sales and marketing

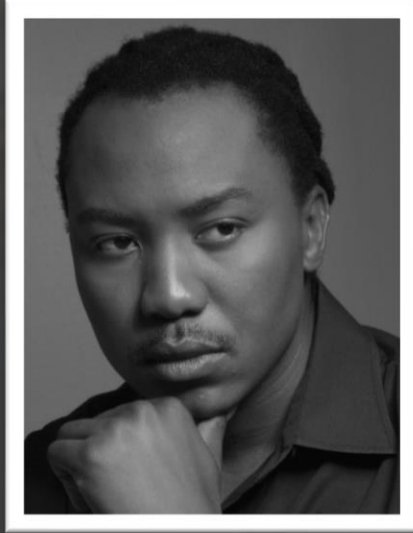
Company: Softline Pastel Payroll

Position: Senior Software Consultant and Trainer

Year: July 2002 – May 2004

Key Responsibilities:

- Data fixing and software support
- Training and workshop facilitation in
- ✓ Payroll and compliance
- ✓ Software installations and support



KK Diaz

Business Coach, Author & Speaker



MY EXPERIENCE

Company: Pizza Mobile

Position: Managing Director

Year: April 2003 – December 2003

Key Responsibilities:

- General management and human resources
- Strategy and new business development
- Financial management
- Sales and marketing

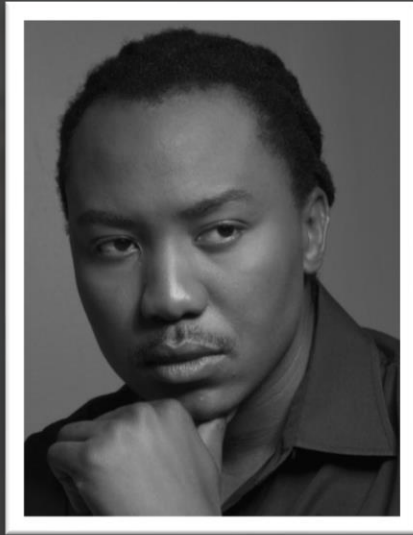
Company: Mr Delivery

Position: Assistant Manager and Driver

Year: March 2001 – June 2002

Key Responsibilities:

- Assisting in managing of delivery drivers
- Managing customer complaints and deliveries
- Stock taking and related finances



KK Diaz

Business Coach, Author & Speaker



INTERESTS



Entrepreneurship: I'm obsessed with entrepreneurship and have been an entrepreneur since I was 9 years old. Even in my leisure time I enjoy taking part in business activities.



Reading: I have an uncontrollable addiction to reading. I read an average of 40 books per year. This excludes the hundreds of articles and ebooks, as well as hundreds of videos I watch as part of my learning and development.



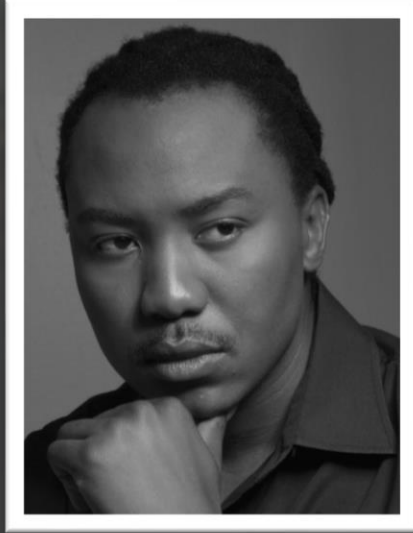
Writing: I enjoy writing. So much so that I've published 3 books and working on my 4th and 5th books. I also have written tens of articles which will soon be published.



Movies: I'm a closet movie director and producer. I love all kinds of movies, especially thrillers, documentaries and suspense dramas as well as the occasional action and Sci-Fi.



The Outdoors: Some of my best and most serene moments in life, are when I'm in nature camping and hiking. Whenever my schedule allows, I like to take friends, family and clients along.



KK Diaz

Business Coach, Author & Speaker



REFERENCES

Contact Person: Prof. Ben Anderson

Company: The Da Vinci Institute

Position: CEO

Contact Number: 011 608 1331

Contact Person: Mr. Ian Venter

Company: Royal Bafokeng Enterprise Development

Position: Incubator Manager

Contact Number: 014 589 3000

Contact Person: Mr. Tshediso Serei

Company: Product One

Position: Transformation and ESD Manager

Contact Number: 012 673 9300

Contact Person: Ms. Inge Basson

Company: MacRobert Attorneys

Position: ESD Manager

Contact Number: 012 425 3422