



# Module 3

## Roundtable 2 - 28 May

Presentation + roundtable discussion



### Roundtable 1 Where to start

26 May  
12-1 pm AEST

### Roundtable 2 The Art of building relationships in Asia

28 May  
12-1 pm AEST

### Roundtable 3 Selling wine online in Asia

3 June  
12-1 pm AEST

As a program participant, you can attend 1, 2 or all 3 roundtables



**David Thomas**  
Think Global

### Partners

MinterEllison



### Roundtable 2 - The Art of building relationships in Asia 28 May

David is a well-respected expert in navigating the cross-cultural challenges involved in doing business in the Asia Pacific.

In this roundtable, David will provide insights and provoke discussion around the table with a focus on:

- Why are relationships so important to your commercial success in Asia?
- How do you develop trusted networks and relationships in Asia?
- Where to focus your efforts.

### David Thomas, Think Global

Keynote speaker, thought leader and entrepreneur, David Thomas equips business leaders with the knowledge and tools to navigate the cross-cultural challenges involved in doing business in Asia Pacific and helps them develop their own strategy for success in the region. He is well known in Australia for his wealth of experience in financial services, business and investment, having lived and worked in London, Hong Kong and Sydney.

Over the past thirty years, he has inspired, motivated and educated global business leaders, entrepreneurs and investors to pay attention to the massive growth potential offered by modern China and other Asian countries and taken them on a journey to identify and build long-term business and investment relationships