



## Phil Bedford, MSc



Phil's background is as diverse as it is impressive; he left school with only a few qualifications and started his working life as a dishwasher in a restaurant, even at times working up to 3 jobs. These jobs allowed him to put himself through university, graduating with a BEng (Hons) in Civil Engineering and later a Masters in European Construction Engineering. Following this he has built his career path in both the UK and Dubai, starting in recruitment, before moving into the exhibition stand industry, real estate, and even owning kite surfing and Latin dance businesses. His accomplishments in these varied industries can be put down to his skill as a networker. A major point of pride is that he never once turning to cold calling to gain leads.

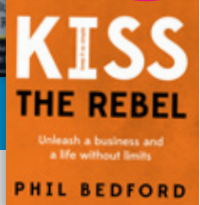
Varied and continual education are pillars of Phil's success and with skills gained, such as a certified Professional Behavioral Analyst and NLP Master Practitioner, Phil Bedford is able to instantly connect with individuals and captivate audiences. Inspiring and educating people to unlock their business

potential and personal potential through his successful blog and web TV Show ([www.therebelnetworker.com](http://www.therebelnetworker.com)), which enable him to connect with audiences from around the world. In 2015, he launched 'The Rebel Networker App' allowing people to engage in an interactive networking experience, where they are also able to keep a record of their networking activities - providing an element of accountability and access to FREE education. In 2012 he coauthored "World's Best Known Marketing Secret" Middle East Edition and in 2017 he authored "KISS the Rebel" for which he achieved an International Best Seller Status.

Co-author of the Middle East's Edition of **"The World's Best Known Marketing Secret"** and author of **"Kiss the Rebel"**.



International  
Best Seller





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After being introduced to BNI in 2007, he was promptly invited to work with them as a consultant director, training and launching new chapters. As a result of his success he was handpicked to develop Asentiv an international franchise dedicated to developing and honing the business skills for entrepreneurs, with a specialty in relational marketing. These skills enable individuals to quickly and efficiently increase their business by building a dynamic and sustainable network.

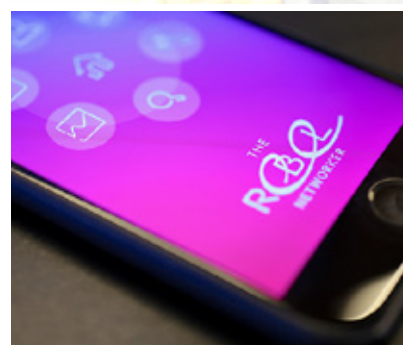
Phil's drive comes from the fundamental belief that we can all reach our potential and be truly satisfied. We can have the time to live life to the full, be healthy, travel as much as we desire, and it is really simple to achieve. All we need to do is be around the right people and the right skills.

When Phil isn't training or travelling on speaking assignments, he happily resides in Dubai where he indulges his passion for food, enjoying his lovely wife Michelle's cooking and hosting dinner parties.

Phil is also a sports enthusiast; a qualified International Kite boarding Organisation IKO level 2 instructor, a salsa instructor and an Underwater Hockey player and coach.



Bangalore, India 2014



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the **The Rebel  
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I am writing to say thanks again for your thoroughly inspiring presentation at the recent Referral Institute conference in New Orleans. As a Certified Speaking Professional and the President of the Global Speakers Federation I get to see a lot of conference speakers around the world and I can unashamedly tell you that your presentation presented real value to all participants. Your ability to craft your message within interesting stories and anecdotes is a real skill and a joy to watch, not only that your message contained useful information which I was able to go home and apply straight away. Phil I am looking forward to the day when we can both present on the same conference platform. Until then I wish you ongoing success.

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**Lindsay Adams CSP**

Teamocracy  
President, Global Speakers Federation  
Nevin Award Winner & Past National President,  
National Speakers Association of Australia

"It was a huge success with positive and encouraging feedback and appreciation from our business partners with a satisfaction rate of 93%. It was a privilege for the DHCC business partner community to be able to attend your session."

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**Dr Laura Salasco**

Executive Director Operations – TECOM Science Cluster  
Dubai Healthcare City

For key note speaking, franchise opportunities, consulting and training, please contact Phil Bedford directly.

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"Phil is an excellent trainer with an honest, easy going style which makes everyone loosen up and participate without worrying about being embarrassed."

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**Dave Crane**

The Life Designer

"I first came across Phil as he delivered an enlightening and inspiring session to our members... The buzz and excitement at the end of the session, as people were keen to try their new found techniques and embrace a new way of thinking, was tremendous. Phil has the passion, experience and knowledge to help people grow in their confidence and self awareness and shares this with all those who he teaches through the Referral Institute. I have been delighted to work with Phil on several more occasions and have continued to learn from him."

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**Susie Isaacson**

Membership Officer  
British Business Group

"The audiences were overwhelmed by the interactive session where they were able to practically calculate the difference between selling with and without the referrals. Phil's style of connecting with people was excellent and it indeed was a delight to see him in action."

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**Rekha Setpal**

Head of Community Service Dubai Internet City  
Dubai Internet City