

ZACHARY LOK TUCK LAM



A seasoned sales leader and passionate personal development facilitator, Zachary brings a wealth of experience and a contagious enthusiasm for growth to every interaction.

Prior to his 2020 pivot into adult learning, Zachary spent a decade honing his skills in the fast-paced world of Food & Beverage. With an Honors Bachelor of Arts in European Culinary Management, he successfully navigated the challenges of restaurant ownership and chef leadership. His leadership acumen was further demonstrated by his role in managing a team of 50 and ultimately selling the profitable brand and operation of the restaurant at a remarkable price point.

Fueled by a desire to empower others on their financial journeys, Zachary embarked on a new chapter, focusing on High-Ticket Online Sales for 8-9 figure coaching, training, and consulting companies. His exceptional talent translated into over half a million US Dollars in personal B2C (Business-To-Consumer) niche and, more importantly, the successful guidance of a team achieving eight-figure US Dollar sales results. This achievement solidifies his expertise in not only generating individual sales success but also fostering a thriving sales environment.

Beyond individual achievement, Zachary thrives in collaborative environments. Over a single year, he co-facilitated and supported lead trainers in 10 public business workshops, 3 team development workshops, 12 personal development activities, and 2 team-building programs. He is also a co-author of the book "Hello Leaders".

Zachary's dedication to lifelong learning is evident. He actively seeks mentorship from renowned figures such as Alex Mandossian, Blair Singer, Tony Robbins, Dan Lok, Jack HM Wong and Grandmaster Kahar Saidun-the Malay Ip Man. His commitment is further underscored by multiple accolades, including being a two-time "Most Improved Salesperson" in Dan Lok's team and one of only two Certified TetraMap® Facilitators in Malaysia. He has also earned the coveted designation of Certified High Ticket Coach and Certified Master Facilitator.

Zachary's expertise encompasses phone, virtual, and in-person sales professionals & negotiation, leadership, digital marketing, personal development, body language, consumer psychology & relationship, emotional intelligence & management and little voice mastery. This diverse skillset allows him to combine his business acumen, sales expertise, human behaviour understanding, and personal development background to craft impactful training programs. He leverages the Accelerated Learning Method he learned from Jack HM Wong through a program founded by Blair Singer to ensure rapid knowledge absorption for participants, regardless of the subject matter.

At the core of Zachary's mission lies a desire to elevate the lives of his students and clients. Through transformative training and proven business processes, he empowers individuals to unlock their full potential and achieve their goals.