

## **Improve Performance:**

### **How To Align Your People To Perform**

Getting people to perform and sustain this performance is a constant challenge in today's competitive environment. This keynote presentation provides you with specific strategies that can be used to sustain performance.

#### **Specific Topics Include:**

The managers dilemma: mental autopilot  
Understanding Your Internal Concentric Rings  
How to DO the Person you want to BE

## **Creating the Fire:**

### **How to Start Your Conference with Flame**

This keynote is designed to start your conference in a unique and memorable way that all of your delegates will talk about for weeks. It involves getting the Scott to start a fire using sticks with your CEO or Senior Manager on stage in front of the group. It can represent the spark that is required to get your people motivated and fired up to take action based on your conference.

#### **Specific Topics Include:**

Making fire using natural materials on stage  
Identifying the 3 things you need to light your motivation  
Overcoming the distractions that can blow your fire out

## **Cut Glass:**

### **Getting Your People to Walk Over Cut Glass – For You**

This keynote is designed for leaders and managers that need additional strategies and motivational stories to assist them in getting their people to perform at a higher level.

#### **Specific Topics Include:**

How people become "Bosses from Hell"  
The top 6 strategies to get your people to walk over cut glass for you  
Understanding how to delegate in an inspiring way

## **Communication 101:**

### **How To Get People To Talk The Same Language**

One of the biggest challenges for people is to get their people going in the same direction through common communication. This workshop provides them with a model that they can use to improve their communication.

#### **Specific Topics Include:**

Understanding what's wrong with the "Golden Rule"

Identifying common communication styles: DiSC Using concentric rings to get others amplify your message

## **Memorable Service:**

### **How To Connect With Customers Every Time**

For many staff, customer service becomes a boring day to day activity that turns them off to truly connecting with customers. This keynote is designed to get your staff to understand and identify ways to give truly memorable customer service every time.

#### **Specific Topics Include:**

Why are customers so picky?

How Memorable Customer Service makes a difference

The top 5 strategies to remain memorable in your customers minds

## **Numb:**

### **Getting Your People Off Mental Autopilot**

If you ask anyone the difference between today and 20 years ago most will mention the speed of technology, communication and change. They will also agree that many people are going onto mental autopilot because they are being overloaded with information. This Keynote provides you with the common patterns that people fall into and the 3 keys to staying on path.

#### **Specific Topics Include:**

The Numb Phenomenon: The new Mental Autopilot Society

The common patterns that people fall into when overloaded

The 3 key Strategies to recharge and stay true to your path

## **Sales Hunting:**

### **How To Improving Your Sales Team's Performance**

Getting more from your sales team is a constant challenge for senior managers. This presentation is designed to motivate your sales staff to begin to look at selling using native American hunting philosophies including: tracking, hunting and capturing new business.

#### **Specific Topics Include:**

Understanding Sales from a Native Perspective: The Hunt  
The 3 Common Pitfalls Most Sales People Make  
Tracking, hunting and capturing new business

## **Sacred Order:**

### **Moving from survive to thrive in times of change**