



## **Get Motivated - Get Excited!**

Have you ever felt like things couldn't get any worse? Ever had one of those days where nothing went right and everyone you met seemed extra bitter or cruel? Well, you are not alone. And while some things are out of your immediate control, you can always control your attitude and how you react to adversity. Bursting with humor and energy, Get Motivated-Get Excited teaches positive thinking and exposes participants to techniques for developing an enthusiastic lifestyle. This dynamic program teaches steps for overcoming negative thoughts and people, ways to develop an unlimited reserve of enthusiasm, and aids in sharpening positive communication skills. After all, life is too short to be consumed with negative energy.

## **The Power to Be**

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## **Unleashing the Power**

Those who have achieved greatness had a vision of their success which guided their behaviors and led them to their ultimate destiny. As humans, we only use ten percent of our brains potential by functioning in the conscious state of mind and not investing in the subconscious, which acts as our body's computer system – housing our beliefs and attitudes. Unleashing Your Power is a fun, entertaining keynote that utilizes hypnosis as a way to understand the power of the subconscious and how it is used to reach success. It's a jaw dropping, hilarious, inspiring 60- 90-minute exploration of the relationship between the conscious and subconscious. Audience members learn incredible techniques that will allow them to connect their dreams and desires to action.

## **Old School vs. New School**

NEWS FLASH... For the first time in American history we have four generations of people working side-by-side. This alone creates problems and obstacles resulting in communication meltdown.

In this fun multi-media program, participants will explore leadership and communication skills from each generation while learning tools and techniques to help bridge the gap. See hilarious training videos from the 1950's-1970' that explains why people do what they do!

## **Motivated by Death**

Every year in this country, over 2.5 million die from various things such as cancer, heart attack, murder and accidents. When you're dead, the length of your life is insignificant. What you did in that amount of time is what's important. You cannot really begin to live until you have come to grips with your own mortality. The moment you were born, you began to die.

This emotional and inspiring program provides audience members with a sense of purpose. Death Talk speakers take the audience on an emotional ride, sharing heartfelt stories of survival and triumph. Participants hear amazing stories from cancer survivors, holocaust survivors and wisdom from the dying.

## **Mission Accomplished!**

Successful organizations know that it takes more than a good plan to succeed in business. It takes an empowered organization, focused on realistic goals, with impassioned leadership. It takes vision. It takes a sense of purpose! Many organizations publish mission statements but often, these hold no real meaning for the individuals within the organization. Very few teams or individuals have their own purpose statement which is clearly defined aside from the company's visions. A clear definition of your purpose statement or vision acts as a magnet that pulls you forward in the direction you truly want to take. Your vision provides inspiration for you and, if communicated well to your team or organization. It provides the inspiration we all need.

# Power Presenting

# Training

Learn how to connect better with Power Presenting Training. Power Presenting provides the essential information and skills needed to excel as a presenter. The program will improve the quality of one's presentations through better use of their voice, eyes, gestures, posture and movement.

Our goal is to build greater personal skills and confidence in your ability to present information and yourself by focusing on:

## Program Content

### Voice Techniques

- Learn to vary rate, pitch and delivery
- How to project your voice and be heard
- Using inflection to delivery humor
- Use of pauses to create suspense

### Gesturing

- Avoid the famous chicken wing disease
- When to move and not to move
- Explore different ways to gestures

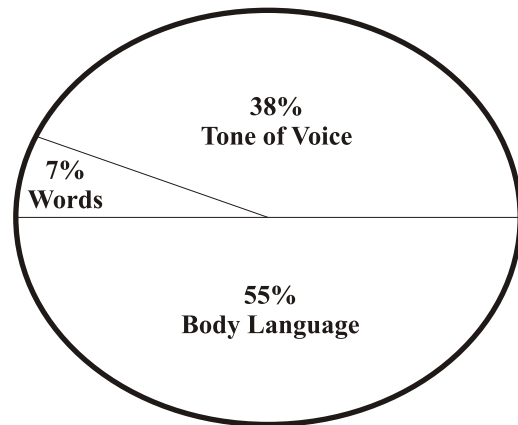
### Eye Contact

- Learn how to work the room and create intimacy

### Designing a Presentation

- How to develop a strong opening, body and close
- Ways to bring humor into your program
- Design a hard-hitting program that will be remembered
- Handling Q&A and group presentations

*What Your Audience Hears*



*I highly recommend Motivated Proformance and Bryan Fiese to any organization looking to enhance presenting skills and polish speaker images. Bryan has brought our attendees to a new level with his dynamic approach to helping instructors become much better and much more professional on their delivery. We have received very positive feedback from participants."*

**Michael Johnson - International Assoc. Electrical Inspectors**

### Length:

- 1 hour
- 2 hour
- Half Day
- Full Day

# Supervisor Survival Skills

# Training

A top-notch supervisor possesses the ability to effectively lead others within a changing organizational environment. This lively, interactive seminar provides both new and experienced supervisors a tool-kit of four essential management techniques Leadership Conflict Communication Motivation. Mastering these techniques will promote a positive relationship with your staff members and improve productivity. This dynamic seminar includes:

## Leadership

- Identifying leadership and followership
- Skills of effective leaders
- Management vs. Leadership
- Handling challenges of leadership

## Conflict

- Learn how to calm angry people
- Turn negative people into a positive force
- Techniques for managing conflict
- Scripting techniques for developing win-win relationships

## Communication

- Listening and questioning (personal listening styles, emotional indicators)
- Shine in meetings by presenting your ideas powerfully and confidently
- Give criticism in a way that promotes positive behavior change

## Motivation

- How to create team pride and develop momentum and morale
- The better-than-money motivation techniques no manager should be without
- Keys to creating a positive, energized work environment

## Who Should Attend

- Managers and supervisors at all levels
- Team leaders
- Those in management within the past two years who have had no formal management training
- Professionals who are about to be promoted to a management position
- Team leaders
- Business owners
- Anyone in a position of authority who must get results through others

*We received favorable comments on your knowledge of communication and the overall quality and take home value of your session. I greatly appreciate you taking the time to create a program that came from our input. It touched all the areas we discussed and kicked off the second day with energy. I look forward to working with you and your wonderful staff again!"*  
**Sophia McNeill – Texas Landscape & Nursery Association**

# Communicating for Positive Results

# Training

Communication is more than just an exchange of words, it's a personal rapport that must be fine-tuned and readjusted over time. As the head of your company, department or even classroom you have to be able to effectively communicate with others. This includes using positive language to empower others, tactfully handling hostile situations, learning verbal patterns and becoming a powerful listener. This session provides you with numerous hands-on skills and technique that impact the way you deal with others.

## Motivation

- Steps for creating a positive environment
- Overcoming negativity in the workplace
- Develop ways to provide intrinsic and extrinsic motivation
- Get motivated with the 7 Steps Model for enthusiasm

## Communicating with Tact

- Scripting techniques to diffuse conflict
- The art of being assertive without being pushy
- Scripting techniques for delivering criticism
- Deal effectively with non-performers

## Listening Skills

- How to avoid sending nonverbal signals that discourage people from expressing themselves
- Listen with empathy
- How to verify what someone is telling you and to leave no room for misunderstandings
- Active listening: What it really means and when it's important

## ***LEARN THE ART OF ASSERTIVENESS!***

*Incredibly energizing and uplifting! Just what we needed." - 3M Corporation*

*"Bryan's insight has been a tremendous help for my office. His simple principles have made a tremendous impact. Employee turnover has reduced, job satisfaction is up and most importantly - BIG SMILES!" Sadie Jones - Quality Staffing*

### Length:

- 1 hour
- 2 hour
- Half Day

## Team Player Managers Role as a Coach

The successful manager, supervisor or team leader in today's highly competitive workplace is a lot like the coach of a winning team. You may lack the whistle and the game book, but it's your job to inspire your people to give their all – and to make sure everyone knows the game plan. You're not yelling directions from the sidelines, but it's still up to you to deal with poor performers and bad attitudes and to referee team disputes. And, it's also your responsibility to mentor team members to help them realize their true potential – to help them grow and succeed. Winning teams don't just happen, whether they're on the playing field or on the job. High-performing teams are created by skilled leaders who've learned how to motivate, inspire and guide their people to phenomenal success.

### Program Details

- Create a high-energy climate that fosters initiative and innovation
- Discover important tools for enhancing cooperation, communication and teamwork
- Deal tactfully with unacceptable employee behavior and unsatisfactory performance
- Apply proven techniques to help every member of your team realize his or her performance potential
- Become a highly respected leader who is known for achieving team results
- Create a high-energy environment that fosters teamwork
- Avoid miscommunication and unsatisfactory results
- Develop a commitment to high standards and a bias for action
- 5 insights leaders must possess
- The best way to get a good handle on the performance drivers behind each employee
- Why the best leaders are also strong mentors
- Recognizing the strengths and limitations of your unique leadership style
- Developing a sense of high standards and expectations in others
- How to give clear, concise, precise directions
- The secret to helping employees feel valued by you and the company
- How to get your team pumped up and ready to roar
- How to create team pride and develop team momentum and morale
- Keys for creating a positive, energized work environment
- How improving your listening skills will make you a better leader
- Why superior team performance hinges on your ability to delegate
- Avoid employee burnout and replace it with motivation and enthusiasm
- 6 ways people think and understanding how to identify the different thinking styles
- Holding employees accountable while keeping them happy
- The importance of gaining buy-in to common goals
- Laying the groundwork for a team that embraces trust and mutual respect
- Strategies for keeping the lines of communication open

### Length:

Half Day  
Full Day

*Great training session. I got some new nuggets of information.*  
*ICS- Joan Staley*

# High PROFormance Teams

# Training

If your company can use a boost when it comes to the performance of its work teams, this is exactly the kind of training you need! Building great teams takes work and leadership ... the ability to know when it's time to manage and when it's time to lead and the talent to clearly visualize your company's goals and communicate them throughout your company!

Your company is only as strong as its weakest link, but with the insightful team-building techniques you and your management group learn during this session, your company will not only survive bad times but will also thrive. And when times are good, your productivity will skyrocket! Learn how to work in a horizontal mode of operation that clearly keeps the big picture in mind without getting lost in the details.

## Program Details

- Create a high-energy climate that fosters initiative and innovation
- How to create team pride and develop team momentum and morale
- Discover important tools for enhancing cooperation, communication and teamwork
- Keys for creating a positive, energized work environment
- Deal tactfully with unacceptable employee behavior and unsatisfactory performance
- Apply proven mentoring techniques
- Avoid miscommunication and unsatisfactory results
- 5 insights leaders must possess
- The best way to get a good handle on the performance drivers behind each employee
- The 5-Step MotoCoaching™ Model
- 10 values of a successful MotoCoach™
- Recognizing the strengths and limitations of your unique leadership style
- How to give clear, concise, precise directions
- How appropriate feedback can prevent team failure
- How to sell them, not just tell them
- The secret to helping employees feel valued by you and the company
- How to get your team pumped up and ready to roar
- 10 keys to effective coaching
- How improving your listening skills will make you a better leader
- Why superior team performance hinges on your ability to delegate
- Avoid employee burnout and replace it with motivation and enthusiasm
- 6 ways people think and understanding how to identify the different thinking styles
- Holding employees accountable while keeping them happy
- The importance of gaining buy-in to common goals

### Length:

Half Day

Full Day

*An outstanding program. We left feeling like a team again and know what areas we need to work on. - Mohawk Industries - Joe McNelly*

The core sales training module provides insight into the key modes for success, Sales Technique, Attitude and Rapport skills. Sales training is not just about prescriptive methods for sales or selling. It concerns active communication. If you really want to succeed in professional sales, you need to develop the unique quality of being able to look a person directly in the eyes and patiently and affectionately listen to that person. Your attitude and how you communicate about your product plays a large percentage in how much interest the client has in you and your company. Sales Superstar teaches how to connect better with clients by using positive communication.

## Program Content

- How to create value for the customer and capture your share
- How to shorten the sales cycle
- A totally new and effective interview strategy
- How to create the "act now" sense of urgency for your customer
- Why product knowledge - although essential - is likely hurting you
- How to separate real business from resource drains
- How to survive intense negotiations
- Powerful insight into how people make decisions and how to manage their decision process
- How to manage the multi-level decision process
- The key ingredient that drives every sale
- How to get the inside and straight information you need to be effective
- How to get your entire team talking the same language to your customers
- How to replace frustration with confidence and control
- Strategies to connect with your customer
- How to listen to the unheard message
- Speak benefits with enthusiasm.

### Length:

1 Hour  
2 Hour  
Half Day  
Full Day

*Over the years we have attended numerous sales training programs. I went into this day with the attitude "tell me something I don't already know". I must say, I was impressed. I learned things I never heard before. **Michael Cambell - P&G***



# The Leader in You

# Training

In today's workplace, constant change bordering on chaos and exploding technology are all just part of "business as usual." Effective leaders must act as innovative thinkers, savvy goal-setters, expert communicators, risk-takers, mentors, coaches and counselors. Participants will discover powerful ways to overcome self-limiting behaviors and take advantage of their own natural leadership strengths. The Leader in You presentation explores new ways to motivate and inspire people, win their trust, and get them to go "the extra mile" for you when you need it. And, you'll find out how new roles, challenges and expectations for today's leaders can work to your advantage and create a work environment that encourages employees to utilize their full potential. Participants will learn how leaders foster or inhibit empowerment by their actions and practices.

## Leadership

- Crucial differences between being the leader and "being the boss"
- The challenges facing leadership today
- Develop a sound proof leadership style
- Understanding different generations

## Communication

- Understand individual communication style
- Connect with others using NLP
- Techniques for gaining rapport and influencing decisions
- Assertively handle conflict while building a win-win

## Team Building

- Leaders role in establishing a high energy workplace
- Increase productivity and efficiently
- Empowering team members to tap into their personal strength

## Organizational skills

- Breakaway from bad habits
- Delegation Techniques
- Identify Time Wasters
- Techniques to better manage your time

## Goal Setting

- Develop a mission statement
- Learn how to set goals tied with commitments

## Length:

- Half Day
- Full Day

*On behalf of the Texas Environmental Health, I would like to thank you and let you know your presentation to our group was well received. Your presentation "Motivations Role in Effective Leadership" provided useful information for our group. Your presentation style was motivating, easy to listen to and learn from. The group interaction was very effective as well as fun. We really appreciate you working with our group's needs in preparing the program. It was very helpful to meet with you and provide our expectations of what we needed to gain from the program. The program agenda, handout material and presentation fulfilled the expectations that we had wanted to achieve. Clair Bellot – Environmental*