



keynotes

Keynote Length: 45 - 90 minutes
Participant Numbers: No limits

We are able to serve your organization with keynotes delivered by experienced Speakers who are passionate about their specialist subject areas. Each keynote is customized to your specific organization's needs and can be tailored to your available time. Most of our Clients schedule us for a 45 or 90 minute keynote presentation. Our Speakers have the talent and experience to be able to captivate and engage any size of audience for you to get your message across in a way that's memorable and therefore actionable.

Keynote Titles

Below is a list of completely customizable keynotes. If your desired subject area is not listed, let us know — our Speakers are masters at creating a keynote address to specifically serve your needs.

Art of Execution

Projects, assignments and tasks in a crazy-busy world

Attracting and Retaining Talent

How to attract and retain talent in a highly competitive market

Business Financial Intelligence

A mindset and skillset FEW people have and ALL organizations need

Charting the Course

Vision, mission, and values

Customer Centered Service

Creating and keeping raving fans

Emotional Intelligence (EQ) for Managers

Why EQ matters more than IQ

Leading Others

Why character and competence are so important

Personal and Interpersonal Effectiveness

Managing yourself to influence others

Positively Reducing Conflict

Yielding the benefit of different views

Presentation and Facilitation Skills

Never be boring again

Supervisory Management Essentials

An effective mindset, skillset and toolset for today's supervisory managers

Team Excellence

The root, branches and natural fruit of excellent teams

Time Management

Practical solutions to the five most common time-challengers

Work Life Balance 2.0

Learning to create more balance to get better results

For more detailed descriptions of Keynote Titles please read more - see over

Fees

Main Speaker \$3,150*
Breakout Speaker \$1,950*

* Travel Expenses are agreed in advance and charged additionally.

Marketing

We are available to partner with you to create electronic materials (at no cost) to help you communicate and market your seminar inside your organization.

Our Promise



#1 Best Content - We commit to always providing you access to the **BEST CONTENT** available.

#2 Best Person - We promise you the **BEST PERSON** from our team to meet your exact needs and serve your organization culture.

#3 Best Results - We promise you **BEST RESULTS** within your organization as an end product of our training & development work with you.





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Art of Execution - *Managing projects, assignments and tasks in a crazy-busy world*

Technology makes everything faster. Change seems to be the only constant. Individuals and teams have to do more with less.

The **Art of Execution** will help you navigate effectively through today's whirlwind to consistently get things done, through and with people regardless of explicit or implicit authority.

The core of the program is focused on four benefits:

- 1. Clarify the Win:** Highly effective organizations, teams and individuals stay laser-focused on who their customers are, and how everyone wins from the products and/or services they provide.
- 2. Identify the Milestones:** Being clear on the timeline, the key players and anticipating different outcomes are of paramount importance to ensure projects, assignments and tasks are completed on time and on budget.
- 3. Dealing with the Difficult:** Roadblocks can stifle a project or key strategic initiative. Effective project management attempts to foresee any such issues and proactively solve them.
- 4. Staying Focused:** Effective project management focuses on the few vitals that must be done .this week to keep on track.

Attracting and Retaining Talent - *How to attract and retain talent in a highly competitive market*

It's never been as vitally important as it is now, that organizations are able to attract, onboard and retain talented employees. High potential employees have plenty of choices in today's workplace and will choose where to take their talent.

Talented employees are attracted to organizations who are clear on their mission; who operate to a set of noble, honorable values and, are able to tell their story to engage the hearts and minds of such high potential people.

This keynote addresses an organization's Value Proposition; the practical application of behavioral-based interviewing; best practices with regards effective on-boarding strategies and how to create a collaborative career-map to fully engage high potential employees to not only, achieve excellence in their present role but vision-casting forward into the future.

In today's highly competitive marketplace, people truly are the differentiator and being able to attract, effectively onboard and retain talented employees can make all the difference.

Participants leave this keynote address with a clear implementation plan on what they can do to improve their organization's ability to attract and retain talented employees.

Business Financial Intelligence - *a mindset and skillset FEW people have and ALL organizations need*

Imagine a business where everyone understands how their daily activities contribute to the performance of the organization. Imagine a business where everyone acts as if they own the business — what would that do to profits?

Investing in the financial intelligence of your employees will help significantly and sustainably improve business results. This keynote has proved to be tremendously valuable to senior management, sales and operational staff at all levels. In fact, if you think about it, every employee has an effect on business results!

Completely tailored to your business, this program helps people to better understand the language of business, and how their daily activities impact the organization's money-making model and what they can do to improve results. The keynote can also help demystify the Annual Report and how to better interpret earnings calls if the company is publicly traded.

Leading companies know that Business Financial Intelligence helps build a positive culture of *a business within a business*. Communicate everything you can to your employees — once they care, there's no stopping them.



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Charting the Course - *Vision, mission, and values*

This keynote serves as an effective architecture and springboard for your strategic retreat. Highly effective work teams are clear on how they align with the overall organizational strategy and have a reputation for getting the right things done on time, on budget, and on point.

Can you confidently say that your team has absolute clarity on its desired goals for the foreseeable future? Have you invested the time to deeply consider who you serve and what drives their behavior? What are the non-negotiable values within your team that in turn supports the vision, mission, and values of the overall organization?

What conditions need to exist for your people to excel at serving your clients exceptionally well? How do you, as the senior leadership, enable greatness within your team? How do you know what drives value within your part of the organization — what do you measure to help monitor your team's success?

Customer Centered Service - *Creating and keeping raving fans*

Successful organizations know that customer satisfaction is just the entry point in today's highly competitive marketplace. Beyond just satisfying both external and internal customers, it is imperative that they're delighted and that expectations are exceeded.

This keynote consists of practical tools that can be implemented immediately in the workplace to help significantly and sustainably improve external and internal customer service.

The program presents, in an engaging and highly participative manner, what can be learned and applied from organizations that excel in customer service.

Through inspiring stories and real-world scenarios, your people will be enthused and highly motivated to approach their role in customer service with a renewed energy, heartfelt emotion and spirit.

Emotional Intelligence (EQ) for Managers - *Why EQ matters more than IQ*

Managers with high emotional intelligence (EQ) combined with a high IQ tend to lead people better to achieve organizational results.

Incorporating an understanding of EQ into your workplace can improve management effectiveness, increase teamwork and have a positive impact on key measures. More and more, organizations are discovering that emotional intelligence skills in managers are a vital component of their organization's success. Great managers know how to bring out the best of people — EQ is a vital part of that skill set.

Managers who possess high EQ approach supervisory responsibilities from a different perspective. They understand the importance of communicating effectively with staff members, and treating each employee with respect while remaining laser-focused on the organization's desired results.

Leading Others - *Why character and competence are so important*

This keynote presents a compelling new way of looking at the role of today's leaders as one of support rather than one of control. Effective leaders ensure they manage themselves before they try to influence others. Great leaders are men and women of high character and high competence.

Never before in the history of our working lives has the call for excellent leadership been as strong as it is now. This keynote will significantly and sustainably help inspire your present and future leaders to achieve excellent results.



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Personal and Interpersonal Effectiveness - *Managing yourself to influence others*

Effective organizations are really just a collection of effective teams which in turn are represented by effective individuals. The evidence is overwhelming — organizations that help develop the personal and interpersonal effectiveness of their employees are the same organizations that benefit from extraordinary results, successful projects, excellent teams and character-based leaders.

This keynote helps participants see how, *what they say and do*, affects not only their own level of workplace performance but can have a positive or a negative influence on those they work with.

Individuals who have attended this keynote presentation consistently tell us it helped them understand how the choices and decisions they make throughout every working day helped better serve themselves, their co-workers, their teams, and their customers.

Remember: Effective organizations begin with effective individuals.

Positively Reducing Conflict - *Yielding the benefit of different views*

Successful organizations know that negative conflict within an organization creates morale problems, slowdowns in work and employee dissatisfaction. Conflict in the workplace often arises as a result of differences in personalities and approaches to solving problems and accomplishing goals.

Everyone is needed — analytical thinkers, creative thinkers, people who hone in on the details and people who stand back to see the big picture. When different types of people truly comprehend that their differences need not lead to conflict... the workplace yields more flexibility and better synergy.

Presentation and Facilitation Skills - *Never be boring again*

In today's fast-moving, technologically-driven world, the need for exemplary presentation and facilitation skills are of paramount importance. People make decisions fast and therefore the ability of being able to get your point across, draw people into your vision, and give clarity of direction is an art as well as a science.

This keynote is ideal for anyone who needs to communicate effectively in today's working world. Specifically this program can significantly help those in sales-based roles; staff working within development and alumni-relations at higher education and in fact, anyone that needs the support of others to get things done.

Participants will understand the vital importance of body language, tone, and the choice of words when conveying their message. Tools that work in the real world will be practiced and applied to assist with planning and structuring, as well as, opening and closing presentations. Participants will uncover proven best methods to run a meeting effectively and will practice how to positively influence a meeting that is being run by their boss, peer or colleague.

Supervisory Management Essentials - *An effective mindset, skillset and toolset for today's supervisory managers*

This keynote helps supervisory managers develop a mindset, skillset and toolset to maximize the effectiveness of their organization's most precious resource — their people. Very few supervisory managers have received adequate training in this vital role, despite the fact that most employees leave organizations because of poor supervisory management.

Supervisory managers will better understand themselves by completing a self-assessment during the keynote. Participants will identify when a certain style of supervisory management (i.e. autocratic, democratic or laissez-faire), may be necessary depending on the situation. Additionally, they will discuss and apply best practices to identify, set, monitor and achieve goals with their direct reports, that drive organizational performance and optimize professional development.

Through a series of participative exercises, supervisory managers will sharpen their skillsets to better manage projects; reduce conflict and navigate through change. Participants will practice planning for an effective meeting and how to prepare and deliver impactful presentations. The seminar concludes with an engaging exercise to encourage the supervisory managers to consider the unique contribution they plan to make moving forward, to engage the hearts and minds of their direct reports to maximize organizational results.



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Team Excellence - *The root, branches and natural fruit of excellent teams*

Consider the very best team that you were ever a part of... it might be the current work team that you contribute to. It may have been a few years ago now. It may well be a sports team you were involved with at school or college. What essential elements were in place that made these such good teams?

This keynote speaks directly to the essential elements that need to exist for any team to excel — (1) trust (2) mission, vision and values (3) synergy, or creative cooperation. Through a series of participative, practical and purposeful examples, people will uncover how trust is the root; mission, vision and values are the vital branches and that creative synergy is the fruit that naturally yields from excellent teams.

We all know that teams can achieve much more than any lone individual. Teamwork is vital in today's highly-competitive world — people working well together really do make a difference!

Consider any great organization in history or within the world of commerce today and you'll find highly effective teams.

Time Management - *Practical solutions to the five most common time-challengers*

Time management is still one of the most Googled professional development subjects today. Wouldn't you think with all this technology and these planning systems we would have mastered the art of managing time by now? It seems not.

In this busy world where the noise seems to increase every day, it's vitally important that we're clear on our highest priorities and that we manage our energy throughout the day; that we plan weekly and prioritize daily. We must execute best practices consistently to better manage emails, phones, interruptions, overcome procrastination, and be able to contribute to and run effective meetings. In short, we need to be more focused than ever.

This keynote is based on common sense approaches to common time management problems — methods that really work in today's workplace. Individuals who attend this keynote presentation are reminded of the dramatic impact of not managing time well and the whole-life benefits of managing this precious resource we call *time*.

Work Life Balance 2.0 - *Learning to create more balance to get better results*

Let's be blunt — traditional *work-life balance* is a difficult proposition for executives to sponsor. Why? As it can often sound like *personal enrichment* and devoid of the daily duties.

At Newleaf Training and Development we believe we have an innovative view on this vitally important subject and that's what we call, *Work Life Balance 2.0* — a mindset and skillset that better aligns in today's fast moving workplace.

Technology has been the primary driver that has blurred the lines between our "work life" and our "home life". In a global economy, someone, somewhere is always working. Change is the only constant. People and organizations need to be more flexible in how work gets done, where it gets done and when it gets done.

Work Life Balance 2.0 is not so much about YOU — its about OTHERS, and how our lack of balance can adversely impact organizational results, our relationships with colleagues and ultimately the customer. We owe it to others to ensure we're energized, present and fully engaged — an inside out approach.

Talented individuals don't want to work for or with people who lack balance. There's a war for talent and top organizations understand it's imperative to create policies, procedures and best practices to build a reputation of being a great place to work. This program helps achieve this new mindset and skillset.

We also offer



seminars



coaching



online