

people-centric business expertise

tim sanders

Total confidence is rocket fuel for your business life. Studies show that self-confidence, trust in team and belief in mission are the top drivers of success. In this action-oriented keynote, Sanders will share secrets to maintaining confidence based on habitual skills, not economic environment. He should know; these practices catapulted him from sales executive at Mark Cuban's broadcast.com to Chief Solutions Officer at Yahoo in less than four years. Audience members will learn how to elevate leadership thinking, generate momentum in their groups, build a promise-keeping culture and find strength for any challenge. It's a perfect fit for sales conferences, annual meetings and leadership events. The talk is based on his fourth book, *Today We Are Rich: Harnessing the Power of Total Confidence* (April 2011).

Customized for Leadership Events

Title: Phoenix Companies: How To Be The First To Bounce Back

Confidence in leadership, a "we will win" attitude, is the key to success during this recovery cycle in business. This talk focuses on instilling a solutions-oriented culture that moves things forward, leading to innovations that either drive efficiencies or capture market trends. Highlighting bold and innovative companies that found ways to move forward while their competitors stayed put, Sanders will show how this has been a proven post-recession tactic since 1911. Sanders' 7 principles, if followed, give a boost in confidence, increased productivity and a drive to take it to the next level. (*Leadership, Business Growth, Sustainability*)

Customized for Sales and/or Customer Events:

Title: Harnessing the Power of Total Confidence

Sales and marketing organizations need an infusion of energy that generates productivity, collaboration, engagement and innovation. This energy, however, is often in short supply during tough economic times or challenging markets. This talk will provide examples of how top performers from the 30's, 80's and 90's overcame economic adversity through practicing a set of principles that bolstered their positive attitude and ambition. Finding ways to innovate and grab opportunities, these top performers controlled their confidence without waiting for the market to give it to them. (*Team Work, Sales Meeting, Product Launch, Customer Relationship Management*)

7 Principles from *Today We are Rich: Harnessing the Power of Total Confidence*

- 1 – Feed Your Mind Good Stuff
- 2 – Move The Conversation Forward
- 3 – Exercise Your Gratitude Muscle
- 4 – Give To Be Rich
- 5 – Prepare Thy Self
- 6 – Balance
- 7 – Promise Made, Promise Kept

© Tim Sanders, a former Yahoo! Executive, is a corporate consultant and bestselling author of *Love is the Killer App*, *The Likeability Factor* and *Saving the World at Work*.
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For more information, call toll-free: 1-877-307-7403