

Tommy Spaulding

Former President and CEO of Up with People, New York Times Best-selling Author and Leadership Expert

The Heart-Led Leader. 18 Inches is the distance from your head to your heart. Such a short distance, yet most leaders never take the journey. Leaders and organizations that lead with their hearts are more successful and achieve better results than those that don't. In Tommy's keynote he shows that love and results are not opposites, they are two sides of the same coin. It is not love or results - it is love driven results. If you love what you do, if you love the people you do it with, if you love your culture, if you love your mission, if you love your team, if you love your customers- you will achieve better results.

Return on Relationships (ROR). Economists and business leaders love to talk about ROI – Return on Investment – and well we should. But there is something more. It is called ROR – Return on Relationships. Organizations and leaders that build genuine and lifelong relationships are more successful than those that do not. Transform your workforce, change habits and develop deeper, more authentic relationships with customers, employees, clients, and other key stakeholders. Tommy's genuine character, sincerity and humor will move you and your team. His heartwarming stories will make audiences laugh and cry – and take home practical tools that build relationships to higher and more satisfying levels. These connections bring “ROR”, a return on relationships that translates into success, and brings results to any organization.

How to Build Genuine and Authentic Relationships. How do we accomplish extraordinary things as leaders? The quality of our relationships determines whether we simply reach a goal or inspire greatness. The success of any organization is grounded in the formation of sustainable relationships. In this keynote, Spaulding illustrates how to build relationship capital throughout your organization so internal teams maximize their potential and external constituencies and stakeholders share your vision. Spaulding also explores groundbreaking leadership techniques such as building “Fifth Floor Teams,” and leveraging the “Laws of Influence and Elevation.”

Team Building: Improve Employee Morale, Reduce Turnover and Mobilize Your Teams. Unengaged employees cost companies and organizations billions of dollars. Research tells us that employees who don't have relationships on the job will negatively impact the bottom line. If we are to build sustainable organizations in a modern economy, we must differentiate ourselves by building meaningful ties with and among employees. Spaulding demonstrates a helpful “first through fifth floor” analogy for evaluating your business relationships and has audiences looking at their workplace with a different lens—a lens that sheds new light on how to mobilize their colleagues and inspire shared success.

Achieving Organizational Excellence. Empower and elevate yourself and others around you by transforming your approach with people. This is not a keynote address that espouses the merits of good networking. In fact, it discourages it. Spaulding provides real examples and strategies for elevating your current personal and business relationships and how to launch new ones in the spirit of giving rather than taking. In this keynote, Spaulding explores the nine essential traits that empower audiences to reach their full potential through a bold approach called “netgiving.” Netgiving is about intentionally making business personal and as a result, facilitating personal performance and realization of goals.

Custom Tailor: Request a custom keynote address drawing on different aspects of the keynote topics above that interest you and to meet your meeting and event goals and objectives. Tommy Spaulding is known for walking his talk—in other words, he likes to build relationships with his clients. No canned speeches allowed! Feel free to let us know if you have a specific interest area or would like to mix it up and merge topics. Tommy prides himself in creating a keynote that fits the audience.

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