

Adrian Gostick

#1 New York Times, Wall Street Journal and USA Today Bestselling Author

All In - How Great Leaders Develop a Culture of Belief and Deliver Big Results. In this interactive and engaging session based on the *New York Times* bestselling business book "*All In*"—which includes research from more than 300,000 people in high-performance organizations—Adrian Gostick will teach leaders how to *Engage, Enable* and *Energize* their workforces. The formula of E+E+E outlines how high-performance organizations deliver extraordinary results by creating a vibrant, productive culture where people believe that what they do matters and that they can make a difference.

In this presentation, Adrian will relate fascinating stories of leaders in action that vividly depict just how these powerful methods can be implemented. Audiences will learn:

- The 3 characteristics of the world's most profitable, productive organizational and team cultures.
- The 7 steps today's most successful managers use to generate buy-in.
- How managers at any level can build a productive workgroup culture of their own where employees commit to the culture and give that extra push of effort.

The Orange Revolution – How One Great Team Can Transform an Entire Organization. *New York Times* bestselling author Adrian Gostick transformed the corporate playing field with *The Orange Revolution*. This presentation reveals the synergy that exists among teams in the world's most respected and innovative organizations—and teaches leaders how to tap into the power within any group of individuals. Adrian will show how to achieve true teamwork, and how that can produce results that can immediately increase:

- Productivity
- Engagement
- Loyalty
- Innovation
- Bottom-line results

The Carrot Principle – How the Best Managers use Recognition to Engage their People, Retain Talent and Accelerate Performance. A *New York Times*, *USA Today* and *Wall Street Journal* bestseller, *The Carrot Principle* has become the preeminent source on employee engagement and recognition. Attendees will learn how the transformative power of purpose-based recognition produces astonishing increases in operating results. Adrian shows how great managers lead with carrots, not sticks and in doing so achieve higher: productivity, engagement retention, and customer satisfaction.

Employee Engagement: The Deep Dive. 90% of senior leaders believe employee engagement is a key driver of business performance, but only 24% think their employees are engaged enough to move their businesses forward. *New York Times* bestselling authors Adrian Gostick and Chester Elton are founding partners of The Conference Board's Engagement Institute, and have unprecedented access to meta-data on engagement that includes hundreds of thousands of employees in some of the world's highest performing organizations. In a fresh, humorous and thought-provoking keynote, Gostick & Elton can show exactly *how* real leaders move the needle on employee engagement. The authors drill deep with case studies and practical examples of known drivers of engagement such

as open & honest communication, people development and recognition.

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