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Living A High Performance Life: The Answers Are In The Box! We're told to think outside the lines, to think outside the box. But what if the answers are still in the box? Most complicate their lives and never fulfill their destiny because they think it's the responsibility of their community and their job to make life exciting and meaningful. They hate their jobs, are "half empty" to themselves and only look forward to Friday instead of Monday. They think they are paid by the hour, when in reality they are paid for the value they bring to that hour. They think success and happiness are found in programs and processes outside themselves, instead of within.

Consequently, most come to meetings in search of new answers when what we need are the right answers. Right answers have always been right, correct and true, in every industry, and in both our personal and professional lives, or we can't call them right. And right answers can only come from the right questions.

In this high energy, motivational, humorous yet high content presentation, Dan asks four provocative questions and delivers four powerful solutions that will take your people to the next level and bring your desired results. Therefore, as a quantifying template to bundle the take away value, Dan builds a four cornerstone box as the container wherein you can put all the facts and feelings of your meeting, take it home, and immediately implement it into your life. The Four Cornerstones are the four "secrets" posed as four questions:

- Cornerstone One: Will You Change Or Stretch?
- Cornerstone Two: Why Should You Stretch? Once we answer why, figuring out the how-to becomes obvious.
- Cornerstone Three: How Do You Stretch?
- Cornerstone Four: When Do You Stretch?

Living A High Performance Life: The Answers Are STILL In The Box! Addressing the same topic of motivation, increasing productivity and getting desired results, this is the Part Two of Dan's original presentation. Using the same Four Cornerstone template, Dan will customize his remarks around your meeting theme and specific needs, and build a Four Cornerstone Box wherein your people can take the entire meeting home with them.

Make Winning Personal. In this presentation, Dan challenges the status quo stating it's not all about team - teams lose! It's about winning teams that get and stay on top! There are professional sports teams with rosters crammed full of the highest paid best players in the league and they still lose. The headline after the U.S. basketball "Dream Team" lost at the 2004 Olympic Games in Athens, simply read, *680 Million Dollars Couldn't Win Us A Gold Medal!* Why? To win, we need more than the best players - we need the right people. Obviously, it's not all about team - teams lose! Companies with the best people in their industry are going bankrupt as you read this and they are a team. Why? They coach results instead of behavior. They compete against their "plan" instead of against themselves and their competition. They focus on profits instead of people. They say there is no "I" in team, but teams lose - it's about winning and WINNING has two "I's" in it.

Your people will leave Dan's presentation with a greater sense of unity, fueled by a deeper conviction to trust and be trusted. They will realize that it's not enough to have the will to win. Everybody wants to win. They must have the will to prepare to win and never get complacent. Preparation is about obedience to the Ten Commitments, transforming from best to right and becoming an MVP "I" player on your team.

Wealth Flows Through You, Not To You. Here, Dan teaches that you can get anything in life you want if you are willing to help other people get what they want. Your people will learn that the goal is for everybody to do the right thing simply because it's the right thing to do - not because it's expected by leadership, but because it is demanded of us!

After Dan's keynote, break out into this interactive discussion about the Fourteen Principles and Methods of Influence and let Dan take your organization from continuous improvement to rapid growth productivity. There is a difference between Authority and Leadership; between telling a subordinate to do something while you hover over them, and presenting them with an opportunity with inspiration to be a peak performer when you are not around. Managers are present when things are running smoothly. However, leaders don't emerge until the tough times of change.

Your people will leave Dan's speech knowing that success in any business or organization comes more from recognition of people than from a money raise, and that recognition of your people begins to make a difference only when they begin to recognize themselves and realize what motivates them. With Dan's inspiration and their newly found ownership of these personal answers, the resulting positive behavior of your people is likely to be a permanent lifestyle improvement rather than another self-development fad you tried out that failed within weeks.

Shut Up And Dance! In this presentation, Dan uses the metaphor of dance to demonstrate the distinct sides of sales: the Process, the Presentation, Expertise and Emotion. In dance you must first learn the dance steps, and then go with the flow, move to the beat and understand the unspoken words your partner is sharing as he/she leads you where they want to go on the floor. Although the rhythms of a fast song and a slow song are different, and they last the same length of time, it is in the slow songs where we ask questions and listen and get closer quicker. Only when the dance is over do you talk (make your presentation) to take it to the next level.

Your people will leave Dan's session knowing the "Ten Deadly Sins that Sabotage Sales" including blurring the process with the official presentation, misusing their allotted appointment time and being informative instead of persuasive.

Today Is the Day!-How To Get From Where You Are To Where You Want To Be. If you believe in the Law of Attraction, make yourself more attractive! If you believe in the Law of Intentions, take charge of your destiny! We don't see things as they are; we see things as WE are. To improve our lives, jobs and relationships, we need only improve ourselves with the realization that it's not what they take from us that counts - it's what we do with what we have left. It is from this point that we transform our lives from successful to "significant."

In Dan's customary hilarious yet thought-provoking, entertaining yet highly educational way, he will teach you how to minimize chance, the difference between thinking and dreaming, the difference between being depressed and being disappointed or discouraged, the necessity of establishing "Need" and "Trust" requisite to "Love," how to focus and set expectations, how to accelerate personal productivity to peak performance, and how to transform your life from "letting" it happen to "Making" it happen and achieving desired results. With intimate personal experiences and time-tested business examples, Dan teaches and proves that Internal Belief and Physiology create State of Mind, which is influenced by Attitude, which together create Behavior, which creates Desired High Performance Results.

You and your people will leave this seminar knowing "the most visible creators are those artists whose medium is life itself; the ones who express the inexpressible without brush, hammer, clay, or guitar. They neither paint nor sculpt. Their medium is being. Whatever their presence touches increases life. They see and don't have to draw. They are

the artists of being alive."

ADVANCED LEADERSHIP: Transforming from Successful to Significant. Successful people get what they want. However, individuals who live lives of Significance want what they get. Successful people identify themselves in terms of what they do and seek what's impressive. Significant individuals identify themselves in terms of who they are and seek what's important. In this powerful keynote or expanded seminar, Dan makes sure your purpose is what you say it is, and that your influence is what you need it to be, so instead of merely continuing to follow the highly acclaimed business, leadership, management gurus you have been quoting for years, you become one of them!

Your people will leave Dan's session with an inspiring understanding that some things are true whether we believe them or not; everybody is entitled to their own opinion, but nobody is entitled to the wrong facts; and that we shouldn't believe everything that we think. They will be reminded that successful managers are efficient in 'doing things right,' and successful leaders are effective in 'doing the right things,' but significant leaders relentlessly pursue a daily path of personal refinement and peak performance that creates and perpetuates both efficiency and effectiveness through obedience to:

THE TWELVE HIGHEST UNIVERSAL LAWS OF SIGNIFICANCE:

1. Practice Obedience Instead of Free Agency
2. Exercise Perseverance Instead of Patience
3. Proactively Stretch Instead of Change
4. Trust Predictability Instead of Hope
5. Know The Whole Truth Instead of Believing What You Think
6. Focus On Winning Instead of Team
7. Do The Right Thing Instead of Seeking To Be Best
8. Strive For Harmony Instead of Balance
9. Accept Through Mercy Instead of Justice
10. Cultivate True Love and Need Instead of Romance and Desire
11. Establish Covenants Instead of Making Commitments
12. Forgive Instead of Seeking Forgiveness

CLOSING SALES: Creating Customer Service Delight. Have you ever bought candy from a child you don't know, or purchased something from late night television that you didn't need, or subscribed to a magazine you will never read, or gone out of your way to fit something into your already crammed schedule? Specific techniques were used to get us to say yes! Becoming familiar with the how, why, when, and where these principles and methods can be most effectively used, will not only make you a master sales champion, but you will become a master motivator, master communicator, and major influencer in your world.

Your people will leave Dan's session with an inspiring understanding that Sales and Customer Service are everybody's business. From the point of view of an overall sales process engineering effort, customer service plays an equal role in an organization's ability to generate income and revenue, and the most important role in generating loyalty, referrals and repeat business.

Therefore, Creating Customer Service Delight is a series of activities shared by everyone in the organization designed to enhance the level of customer satisfaction before, during and after a purchase, by creating the feeling that a product or service has exceeded the customer expectation. Four levels of expertise will be discussed including:

BEING BRILLIANT AT THE BASICS

THE DIFFERENCE BETWEEN THE SALES PROCESS & A SALES PRESENTATION

THE SEVEN DEADLY SINS THAT SABOTAGE CLOSING THE SALE

THE SEVENTEEN PRINCIPLES AND METHODS OF INFLUENCE:

1. **Create Value and Flow** – we don't find value, we bring it, create it, share it & use it
2. **Questions** – he who asks the questions is in complete control of every conversation
3. **Authority** – about obedience and the pecking order of titles & maintaining control
4. **Leadership** – about allegiance and providing inspirational opportunities for success
5. **Psychological Reciprocity** – serve to be served - what goes around comes around
6. **Social Proof** – strength in numbers – if she can I can, naturally following the masses
7. **Similarity** – we like, trust, listen to, agree with, love and follow people who are like us
8. **Scarcity** – creating a sense of 'never-again' urgency that opportunity is running out
9. **Abundance** – there are enough resources & opportunities for everyone to succeed
10. **Respect** – being true to our own values and ideals when we think no one's watching
11. **Atmosphere** – a state of mind we create and control with sight, aroma, and sounds
12. **Music** – is part of our atmosphere that alters our mood which changes our behavior
13. **Attitude** – when your attitude and desire are right, your abilities will always catch up
14. **Conscience** – won't fail us-our desire to follow it decreases as we keep doing wrong
15. **Delegate Responsibility** – teach correct principles and let others govern themselves
16. **Networking** – it's not what we know or what we do, but why and with whom we do it
17. **Public Speaking/Presentation Skills** – it's not what we say but why and how we say it

