



## WEDNESDAYS & FRIDAYS WITH COMPEL 2016 SPEAKER SCHEDULE



Dr. Patrick Renvoise

### FRIDAY, MARCH 11

#### Dr. Patrick Renvoise "Neuromarketing"

What if you could find the buy button in your customer's brain? Neuromarketing merges Neuroscience with Marketing to help target the part of the brain that drives buying decisions: the reptilian brain. This new science will help you create messages your customers will finally notice, understand, remember and value over those of your competitors! Patrick's presentation is a guaranteed success because it is anchored in solid science. It is new and unique. It is engaging and it delivers value... even to the most experienced sales and marketing executives.

### FRIDAY, APRIL 15

#### AmyK Hutchens "IGNITE BRILLIANCE in our Creativity & Innovation"

It's time to THINK DIFFERENTLY! Does your company have the right skills to take on tomorrow? Do your people possess the behaviors necessary to create a culture that fosters innovation and generates long-term growth? What's the secret to getting your next great idea? AmyK shares how to generate more creative ideas and how to take these ideas to market...fast!



AmyK Hutchens

### FRIDAY, MAY 13

#### John Cremer "Reading People - Relationships Between Types"

Imagine if you knew what made someone tick before they even speak. In this session we learn to do just that using an ancient system of knowledge which draws upon the Hermetic principle "As above so below". Experienced practitioners can read a person at a deep level from across a room in seconds. Members come to greater acceptance of themselves and other people. Professionally the amount of money and energy saved when we find the right type for the job is enormous. Reading your client's type is essential for successful relationships.



John Cremer

### FRIDAY, JUNE 17

#### Tom Foster "Management Myths and Time Span, The Research of Elliott Jaques"

Tom Foster will share the statistically significant research of the late Dr. Elliott Jaques related to levels of work in organizational structure. Elliott spent his life as a scientist, looking for answers to questions about the way we live our working lives. He was interested in the concept of work, how we work, why we work, the role of work. He was curious about the way we work together in companies, in the pursuit of goals. This program is designed to make that same introduction to you. You will never again look at your organization the same way.



Tom Foster

### WEDNESDAY, SEPTEMBER 14

#### Nate Sachs "Blueprints for Tomorrow"

Nate Sachs, is the founder and owner of Blueprints For Tomorrow®, a nationally recognized business that specializes in Succession, Exit and Transition Planning. Blueprints for Tomorrow® helps protect what individuals work so hard to create, following a step-by-step process to determine which blueprints are required for each "what-if" situation that needs to be addressed. Nate's approach is to solve one problem at a time using the Blueprints for Tomorrow Toolbox, a full suite of resources and capabilities.



Nate Sachs

### FRIDAY, NOVEMBER 11

#### Kelly Riggs "Winning Business in Any Economy: 3 Mistakes You Can't Afford to Make"

In the current economy, leaders face hard choices: how to sustain or increase market share, how to create a competitive edge, how to adapt to a rapidly moving target - even how to survive. These issues demand immediate attention, but, unfortunately, the solutions are often difficult to find because the problems are systemic. In this presentation, you will discover the four critical areas company leadership must address in order to create stability, unlock innovation, and provide the potential to successfully deal with the many challenges you are currently facing.



Kelly Riggs

### WEDNESDAY, DECEMBER 14

#### Carolyn Strauss "Managing People, Priorities and Power"

Leaders, managers, supervisors, salespeople and support staff will come away with the ability to create synergy and ease in communication around all work issues. You will learn to create expectations that work for everyone, leave with a tool that allows you to direct how and where your teams put their time and attention to create better productivity and lead to higher DPM's (Dollars Per Minute), know the basic instinctual differences between Men and Women, and know how to use these to communicate most effectively at work and at home.



Carolyn Strauss