



Nido Qubein

Meet Nido Qubein who is chairman of an international consulting firm and recipient of the highest awards given for professional speakers including the Cavett (known as the Oscar of professional speaking), the Speakers Hall of Fame, Horatio Alger Award for Distinguished Americans and The Order of the Long Leaf Pine (North Carolina's highest civilian honor) and Sales and Marketing International's Ambassador of Free Enterprise. Toastmasters International named him the Top Business and Commerce Speaker and awarded him the Golden Gavel Medal. He served as president of the National Speakers Association which has a membership of 4,000 professionals and is the founder of the National

Speakers Association Foundation where the highest award for Philanthropy is named for him. Nido Qubein has been the recipient of many honors including the Ellis Island Medal of Honor, a Doctorate of Laws degree, and induction into Beta Gamma Sigma, the honor society for business leadership.

Nido Qubein's business savvy led him to help start a bank in 1986 and today he serves on the board and executive committee of a Fortune 500 financial corporation with 115 billion-dollars in assets and 25,000 employees. He is also chairman of Great Harvest Bread Company with 218 stores in 42 states. He serves on the boards of several national organizations including the La-Z-Boy Corporation, one of the world's largest and most recognized furniture retailers.

Nido Qubein is president of High Point University, an accredited undergraduate and graduate institution with 3,000 students from 50 countries and 44 states. He has written numerous books and recorded scores of audio and video learning programs including a bestseller on effective communication published by Nightingale-Conant and Berkley. He is an active speaker and consultant addressing more than 100 business and professional groups around the world each year. He doesn't just talk business, he lives it. He is an entrepreneur with active interests in real estate, advertising, and banking.

His foundation provides scholarships to 48 deserving young people each year. To-date the Qubein Foundation has granted more than 600 scholarships, worth over three million dollars.

Money magazine claims, "Qubein puts on a memorable program, gliding from one anecdote to another. Nearly 70 percent of his business comes from companies that have utilized him before. His client list is a 'who's who' of blue chip corporations."

Bizlife magazine says, "He coupled his charismatic style and positive nature with his acquired knowledge of human relations and communication...and built a multi-million dollar, multifaceted consulting enterprise -- proving the American dream is still alive and well.

Speech Topics

Change

Change is an eternal concept. In today's competitive marketplace, organizations must be able to grasp the reigns of change to ride it to a successful future. Many people are afraid to alter their behaviors, but it often proves more threatening than challenging. Nido Qubein transports audiences on a journey through business examples from his careers as a university president, business leader, corporate executive, and public speaker. He talks about change in an enlightening and transformational way so that audiences actually want to change for the better! Whether it is reculturing an organization or changing the mindset of an individual, this topic is as popular and timely as ever.

From Success to Significance

A powerful and inspiring presentation on focus, balance, and meaning, both in business and in life. The perfect keynote address. Nido Qubein cites major differences between creativity (how can we do this differently) and innovation (how can we do this better). He distinguishes among tasks, goals and purpose humorously yet persuasively with thoughtful impact. Your audience learns that the 21st Century rewards extraordinary people whose competence and commitment directly affect their beliefs, behaviors and results.

Achieving Peak Performance

This presentation will show you how to prepare your employees for high productivity and your company for maximum profitability. Learn how to grow a well-trained, educated and motivated team. Nido Qubein makes an important point: Teaching people skills without giving them a vision for a better future—a vision based on common values—is only training. He goes beyond dictionary definitions to show that yesterday's thinking looks at the tasks people perform today and asks "How can we train our future employees to do these things?" Tomorrow's thinking looks at the kind of people needed to execute corporate strategy and finds ways to educate employees to become those kind of people.

How To Sell, Serve and Succeed

To sell effectively in today's ever-changing, competitive world, one must master sales skills and behavioral knowledge. Nido Qubein teaches both with humor and audience involvement. He focuses on the Law of Identification (when something becomes personal it becomes important; treat every customer as if you're about to lose them) and teaches participants to ask penetrating questions (how must this person feel first so that this person will buy from us?). Nido Qubein emphasizes: Prospects don't want to buy your product; they want to buy the product of your product. Remember: Your service and product must be better than your competitors and your customer must readily acknowledge that.

If I wanted to Buy What You Sell, Would I Buy It From You?

Why should people do business with you? How easily can someone else imitate what you do? Do your customers think of you first? Nido Qubein shares dynamic principles for personal and corporate achievement. It doesn't matter how much you know or what you can do. What matters is what your customers and colleagues believe and perceive you can do for them. Do they understand and value what you are offering?

Your positioning reflects other people's confidence in your ability to do whatever you do with professional competence and expertise-how much they trust you to meet their needs. Your positioning is the way people feel about you and your work; it's about the way you make them feel when doing business with you. Nido Qubein shows your audience how to "position" for maximum results using a practical approach and a professional strategy.

Communicate Like a Pro

Communicating effectively with people, inside your company and beyond, is a minimum-requirement skill in our ever-changing global marketplace. This presentation is designed to help your audience develop the communication skills required and to wield them with power and effectiveness. They'll learn not only the basics, but many of the finer points Nido Qubein has picked up during a long and successful career as a professional speaker, author, and advisor to top executives and to successful companies, including specific strategies used to "connect" for persuasion and results. To date he has written a dozen books, delivered thousands of speeches, and showed millions the art of effective communication. Entertaining and educational. An audience favorite!

Change Management/Reculturing an Organization

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