



Tim Sanders

Tim Sanders stands for strong business relationships, both internal and external. "Get them right," he says, "and you'll grow your business during good and bad times alike." His relevant point of view makes him one of the most in demand speakers on the conference and convention circuit.

His first book, *Love Is the Killer App: How To Win Business and Influence Friends* is a New York Times and international business best seller. It stresses the importance of knowledge sharing, networking and compassion. His follow up, *The Likeability Factor* explains the concept of emotional talent and the importance of creating an engaging experience.

His newest book, *Saving The World At Work*, examines the external relationship between a business and society. In it, he argues that social responsibility and sustainability are hotbeds for business innovation. Companies that focus on these areas will attract new customers as well as boost the morale of employees and partners. Along the way, they'll save money too!

Tim has deep experience in cutting-edge businesses and marketing. He's weathered the quality movement as well as the dotcom crash and emerged with precious insight. He was the Chief Solutions Officer at Yahoo! and later their Leadership Coach. Prior to these senior positions Tim created and led the Yahoo! ValueLab, an in-house "think tank" which delivered futuristic insight on technology and human behavior. His work is frequently featured in the media, most recently in The New York Times, Financial Times, The Wall Street Journal and Fast Company.

Speech Topics:

Saving The World At Work

What you can do to help your company go beyond making a profit to making a difference.

"There is a revolution going on the business world where companies will compete based on social innovations. Consumers, talent and investors are gravitating to companies that achieve high levels of social responsibility towards people, communities and the environment. The key for companies to thrive during this new era of business is to innovate how it does business and achieve high levels of employee participation.

Tim's keynote has an empowering message: A single employee or small group of people can help lead his or her company to success during this new revolution. Stories include: A regional sales manager at Interface Floor that saved landfills from over one hundred million tons of discarded carpet. A corporate attorney that convinced Microsoft product managers to dramatically reduce packaging size and waste. A small group of bank tellers that convinced their senior management to get involved in breast cancer fundraising as a branding strategy.



This talk will challenge audience members to: Improve the quality of life of all employees and workers. Participate in current corporate or association community projects. Reduce individual and company environmental footprint. This talk is perfect for meeting planners looking for: Sales motivation/incentive, Leadership, Branding, Business Trends, Green Business and Social Responsibility.”

Harnessing the Power of Great Relationships

Based on his best selling book, *Love is the Killer App: How to Win Business and Influence Friends*, this presentation outlines a neo-Carnegie approach to better business. His theme is that happy employees and satisfied customers drive business. He provides advice on how to build relationships with Knowledge, Networking and Compassion.

Case studies, statistics and specific examples provide great proof that a positive work environment and positive customer dialogue always produces better profits as well as customer/employee satisfaction. Tim argues that some companies operate on a vicious cycle while others build a virtuous circle based on caring and trust.

Throughout the talk, Tim draws on a theme that defines great relationships, solid business culture and innovation: Abundance vs. Scarcity. In this talk, Tim outlines the threat of scarcity thinking to any great organization. He also outlines ways to spot it and rid your culture of it.

This is a customized talk, designed to meet the needs of a relationship driven theme. Tim conducts numerous interviews with audience members, executives and meeting planners to determine specific stories that will bring to life the following statement: “You will accomplish more in the next two months developing a sincere interest in two people than you’ll accomplish in the next two years, trying to get two people interested in you!”

Mojo Rising: How Total Confidence Leads To Success

If you are looking to lift your group out of the recession doldrums, this keynote is perfect for your meeting. According to best selling author Tim Sanders, success will flow to people that possess Mojo: a sweeping sense of total confidence that expectations will be exceeded, and that there is enough to go around. If you have this outlook, you’ll be collaborative, innovative and emerge as a leader.

Because of the recent economic meltdown, most people lack Mojo and are more likely to be filled with thoughts of scarcity. Left unchecked, it could hold back people and entire organizations long after the economy recovers. This keynote will outline a diet and exercise plan to increase your group’s Mojo. Sanders will show the audience how to modify their information diet, reconsider the influences around them and sharpen their skills with education. Finally, he’ll demonstrate how gratitude and generosity exercises lead to personal, corporate and community confidence.

Sanders was at ground zero during the dotcom crash, as Yahoo!’s Chief Solutions Officer. He saw some companies and individuals rise up from the ashes and others wither and fail. The difference, he learned, lies in perspective and practice. This customized keynote, taking your organization’s unique situation into account, will give actionable advice on how to return to greatness again – despite the signs of the times.