HiCue speakers
Higher Content & Inspiration



TIM SANDERS

New York Times bestselling author of Love Is the Killer App. Advocate of collaboration

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- CEO of Deeper Media, a research and consultancy firm that serves leading global brands, government agencies, and trade associations, helping them to tackle marketing innovation, sales performance, talent management, leadership development, and organizational culture
- He has served on advisory boards for several startups, including the social reading website Goodreads, which was purchased by Amazon in 2014
- Tim is the author of five books, including the New York Times bestseller, Love is the Killer App: How to Win Business and Influence Friends. His publications have over one million copies in print with bestseller status in India, South Korea, Italy, Brazil, and Denmark

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Throughout Tim Sanders career he has been on the cutting edge of innovation and change management. Fresh out of graduate school, he was deeply involved in the quality revolution, which disrupted manufacturing in the 1980's.

He joined the cellular phone industry the year it debuted in North America. He was an early stage member of Mark Cuban's broadcast.com, which had the largest opening day gain in IPO history. He went to Yahoo! when they acquired Cuban's company for almost six billion dollars and rose to the Chief Solutions Officer position and later was named the company's leadership coach.

Tim credits his passions of research, critical thinking, and public speaking to his high school days, where he was the captain of the debate team, and then later in college, a national champion. He points to his years of fronting a rock band as the epicenter of his innovative approach to marketing.

Today, his mission is to bring all of his life experiences and his unconventional, disruptive – yet inspired strategies and perspectives to thousands of people every year, helping them to boost their leadership effectiveness, human connection, and business performance.

TEMAS

- Leadership
- Motivation
- Innovation
- Emotional talent
- Networking

PROGRAMAS

Unleash Innovation with Disruptive Collaboration

"The bigger the challenge, the wider you need to spin your collaborative web!" That's the pivotal perspective of best-selling author, tech industry veteran and acclaimed collaboration

expert Tim Sanders. His key insight: Innovation starts with the motivation to think outside of the box, but only comes to life when you courageously work across the lines of your organization.

During his tenure as a senior executive and Board member, Sanders has studied leaders that practice what he terms ‘disruptive collaboration,’ a problem-solving style that leverages surprising alliances along the fault-lines of a company. He’ll reveal how the biggest leaps and turnarounds in history came from ‘collisions of thought,’ not safe work in our silos of excellence. Tim’s eye-opening keynote will deliver actionable insights and tools that will boost productivity, unleash agility and lead to breakthrough business outcomes.

You’ll learn:

- Why Companies That Practice Cross-Disciplinary Collaboration Outperform Rivals
- How to Leverage the Power of Multiple Perspectives to Solve Problems Faster
- How to Bring Collaborative Partners Online Quickly to Unleash Innovation
- How to Bring Multiple Stakeholder Needs From “Me-to-We” in a Collaborative Project
- Why it’s Important to Build Relationships Across the Company long before you need them

Leading with Love

What are some of the top challenges facing today’s leaders? Employee engagement and customer retention. Here’s what we know: Competition for our best people and most profitable customers is coming from every direction, disrupting our businesses. What can we do to cement strong relationships and stand out from the crowd? Lead with love.

In his New York Times bestselling book, Love Is the Killer App: How to Win Business and Influence People, Tim Sanders explains that “love is the most powerful force in the business world, and we show it by sharing our knowledge, networks and compassion to promote success in other people.” His research finds that when we lead with love, we grow our business, foster innovation and build a highly resilient enterprise.

He has circled the globe, giving thousands of professionals the insights they need to lead a culture that values generosity, mentorship and empathy. In this inspiring keynote, he’ll

combine compelling research, case studies and actionable takeaways that will move your audience to action.

In this eye-opening keynote, he'll combine research, stories, and takeaways to inspire your audience to action.

Key Takeaways Include:

- Three ways to become a student of the game, and then later, a trusted advisor to others who are grappling with change.
- How to supercharge your networking skills by asking different questions … starting at this conference!
- How to put compassion at the center of key business decisions, from talent management to customer experience

Become an Essential Partner and Grow Your Business

Are you a 'good option' or 'essential partner' to your clients? According to best-selling author and consultant Tim Sanders, it's a question that could make or break your book of business next year. Your competition is swinging for the fences, while disruptive innovations chip away at your client base. To succeed in this new landscape, you need to deliver 'ridiculous' levels of added value – becoming essential to work with.

During his tenure as a senior executive and sales professional, Sanders has studied client loyalty over the last decade, decoding what it takes to make the leap from optional to essential: Be a sounding board, a fountain of knowledge and a connector of dots. In this game-changing keynote, he will deliver actionable advice and tools that will help sales and professional service providers improve their skillset, drive business continuity and grow their business.

You will learn:

- Five questions and one statement that will supercharge your perceived listening skills
- How to read faces for emotions, and then how to respond effectively
- How to move beyond product knowledge and deeply understand your client's unmet needs. (I'd use this)

- How to become a trusted mentor to your clients by challenging and empowering them
- Why clients are loyal to those who make connections on their behalf
- This should either be eliminated or a separate point – think it should be eliminated – and how to think strategically about building your network and match making effectively

Emotional Talent: The Final Frontier of Leadership Development

In a business world where disruption is a constant and competition is fierce, emotional intelligence (EQ) is just as important to a leader's success as on-the-job experience and education (IQ). As leaders invest time sharpening their EQ to become more resilient and relationship oriented, they develop what bestselling author Tim Sanders calls Emotional Talent.

In his bestselling book The Likeability Factor, Tim reveals how emotional talent expands our influence, bringing out the best in others. Best of all, it's an area where leaders can make great strides with a committed effort. "It's all about dialing into the emotional side of any situation, then proceeding with generosity."

He's traveled the world delivering conference keynotes and training programs to leading companies, universities and government agencies, giving leaders actionable insights that improve their performance immediately. What sets Tim apart from other EQ experts is his high level of pre-event research and keynote customization to align his keynote to the organization's greatest challenges.

In this eye-opening keynote, he'll combine research, stories, and takeaways to inspire your audience to action.

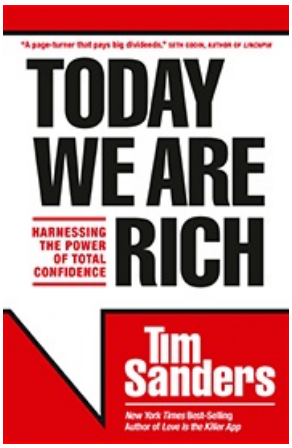
Key Takeaways Include:

- A blueprint to emotional talent development: self-awareness, self-leadership, social awareness and relationship management
- Why the mood state can have a 1000% impact on a company's level of quality and innovation. Case studies range from Motorola to Googley
- How to leverage employee experience design to develop a strong emotional value proposition that attracts & retains talent.
- How to decode people's emotions with 90% accuracy. Sanders will reveal the 7 Faces

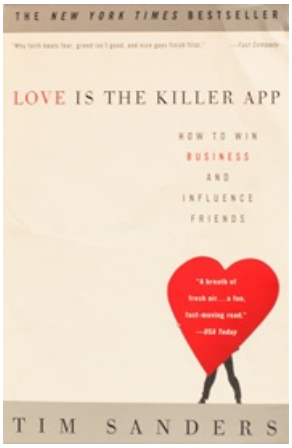
of Emotion, which can make you the smartest leader in the room
- How to master the Art of Deep Listening by borrowing techniques from the best interviewers in the world.

PUBLICACIONES

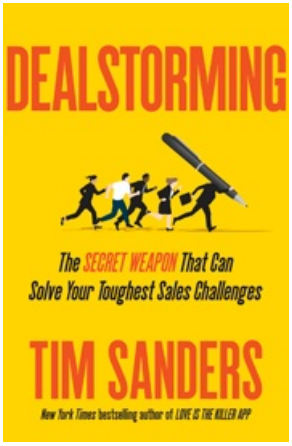
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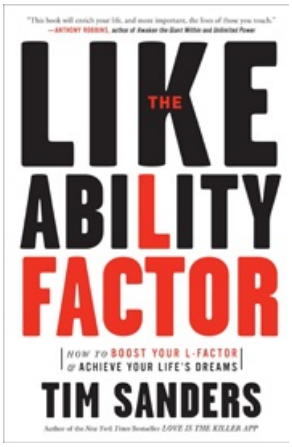
TODAY WE ARE RICH



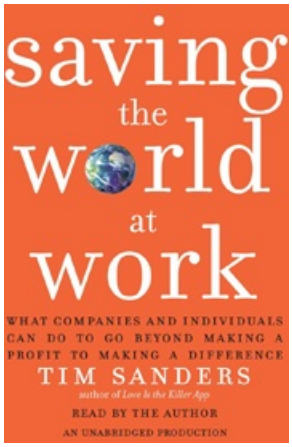
LOVE IS THE KILLER APP



DEALTORMING



THE LIKEABILITY FACTOR



TODAY WORLD AT WORK

CONDICIONES

- **Travels From:** USA

- **Fee Range:** Please Inquire
