



# Chris P Dyer

A highly engaging speaker, Chris Dyer has 20+ years of experience working with leading organizations across the country. As a certified SCRUM Master, he is adept at helping teams work through obstacles to find solutions quickly and effectively.

The following keynotes can be adapted to workshops or multi-day training sessions. Don't work harder; work smarter. Chris Dyer will show you how.

## Keynotes

### LEADERSHIP

#### **Why Failing Doesn't Suck: How to Rejoice in Your Face-Palm Moments**

Today, innovation is everything. But to drive innovation, employees can't be paralyzed by self-doubt or the fear of failure. Learn how to make more room for creativity and healthy risk taking when it matters most. From minor errors to epic failures, your face-palm moments can lead to colossal business success.

#### **WTF?! - 7 Cultural Changes that Matter**

Are you stuck figuring out where to focus (WTF) to improve engagement and performance? Leadership expert Chris Dyer has uncovered seven key ingredients that have the power to transform any culture, kick-starting productivity, performance, and profits. Assess your effectiveness with all seven pillars of workplace culture and learn where you stand.

#### **What your employees really want, but won't tell you**

Based on years of research and countless interviews with top leaders, Chris Dyer knows the secrets of what really drives satisfaction and engagement. It isn't Ping-Pong tables or a Friday afternoon beer cart. And luckily, it isn't more money either. Put your finger on the pulse of your company's culture and find out what you can do to make it healthier.

#### **Listening is Sexy**

What is the one quality that people value in virtually any type of relationship? Being a good listener. Unfortunately, listening doesn't evoke the sexiness it deserves. This provocative keynote aims to change that, since having a company full of purposeful listeners is the ultimate weapon for building an extraordinary culture.

### SALES

#### **Listening is Sexy: Talk Sales to Me, Baby.**

Listening sounds simple, but if that were true, people would be better at it. Chris Dyer will help your sales team do an honest assessment of their own listening habits while demonstrating how easy it is to go from listening to reply, to listening to understand. This transformation is linked to higher employee engagement, trust, organizational effectiveness, and of course, sales!

#### **Sales and Engagement: A Combo That's Successful AF**

All salespeople want to be successful as f\*ck (AF), but most have untapped potential. In this high-energy keynote, Chris Dyer shares insightful ways to supercharge your team's ability to perform. A highlight of the presentation, Chris takes the audience through an exercise in appreciative inquiry that is proven to help people become better problem solvers.

#### **What your prospects really want, but won't tell you**

Chris Dyer shares a fresh perspective for building relationships with sales leads, understanding what's important to them, and earning their trust. Whether you're interested in building your sales funnel, strengthening your current relationships, or mastering the art of selling efficiently and effectively, this presentation is for you.

*"Chris is a world-class speaker. His presentations are straightforward and often with a startling sense of humor."*

Kim Shepherd CEO, Decision Toolbox

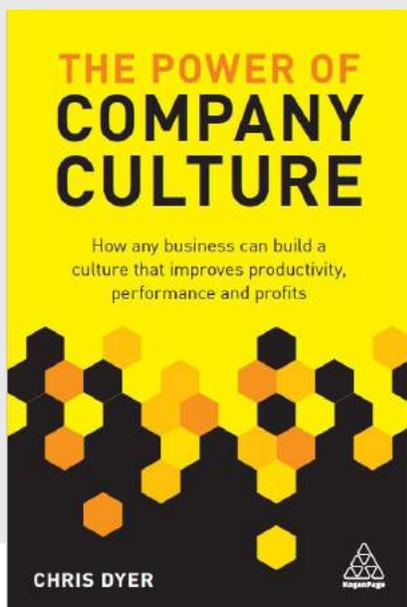


## About Chris

Chris Dyer is a recognized performance expert. Constantly intrigued by what makes some businesses and individuals more successful than others, Chris has dedicated years of research to uncovering what drives productivity and profits. As a sought-after speaker, consultant, and certified SCRUM Master, he works with leading organizations to help them transform their cultures to boost performance and gain an even greater edge in the marketplace. Chris is the author of *The Power of Company Culture*, which was released in 2018.

“Chris is an engaging and creative storyteller. His passion for talent and culture continues to engage the audience, while having spot-on implications for anyone looking to improve.”

William Tincup, SPHR, CEO at Tincup & Co, Writer for Fistful of Talent



*“Wonderfully thorough. This is the book every CEO will have on their desk this year. Start tackling the biggest areas for growth while evolving your company to stay ahead and inspire. A must-read!”*

**MARSHALL GOLDSMITH, NEW YORK TIMES  
NO 1 BESTSELLING AUTHOR**

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