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AUTHOR OF THREE BESTSELLING BUSINESS BOOKS.

NAMED "ONE OF THE 10 MOST BOOKED CORPORATE AND ASSOCIATION SPEAKERS IN THE U.S."

NAMED "TOP WOMAN BUSINESS SPEAKER YOU NEED AT YOUR NEXT EVENT"

NAMED #1 ON LIST OF "26 HOT SPEAKERS"

FEATURED ON CNBC, IN FORBES, BUSINESSWEEK, ON CNNMONEY, AND SIRIUS/XM RADIO.

How to Work With & Lead People Not Like You

We all know that a diverse workforce leads to better decisions and solutions - it has been proven to grow business and profits.

But when the person in the next cube or office is different from you, friction can arise. Different people may not see eye-to-eye on an issue. They may have vastly different approaches to work. Their communication styles may be very different. Their comfort in working with technology may be miles apart. They may see work as a formal environment or one that is casual. They may even have different reasons and motivations for working in the first place. Cultural backgrounds and norms can differ. Even men and women can see situations differently. How do you work alongside someone who may be quite different from you, respect those differences and be effective in your role?

And what about leading a diverse team? Leaders face daily the challenges of inspiring, communicating and executing strategy with their teams. Now imagine the challenges

of leading teams that may be incredibly diverse! How does one motivate and lead groups of people who come from different backgrounds? How do you do that when people are motivated by different values and view the world and work through different lenses?

This session will cover the many ways we can be different from one another and how those differences manifest themselves in work situations. It will show how employees can succeed in today's diverse workplace without losing their minds or becoming frustrated by approaches to work that may differ from theirs. For those in leadership positions, or those who aspire to manage and lead others, this session will identify key ways in which you can effectively communicate, guide, and lead associates and colleagues who are not like you.

Whether you're working with internal associates or external clients and customers, it's imperative that you know what motivates people - and what doesn't. Leadership isn't about seniority or position - it's about influence, forming connections and building trust. It's the ability to move the business forward.

Regardless of gender, age, life stage, race, ethnicity or even communication preferences, you'll learn to create a deep, values-based connection between you and your associates, clients and prospects.