

JOE TAKASH

KEYNOTE TOPICS AND OBJECTIVES

BUILDING BREAKTHROUGH CONNECTIONS

PRIMARY FOCUS: SERVICE WITH CLIENTS AND CUSTOMERS

WALK-AWAY TARGETS

- Improve your positioning and influence with customers
- Apply tools for exceptional listening
- Implement benefits-focused “So what? Why do I care?” language in every client exchange
- Practice 2 non-negotiable tools to build trust quickly and efficiently

DIGGING FOR GOLD STANDARDS

PRIMARY FOCUS: RENEWED INSPIRATION, HIGHER PERFORMANCE

WALK-AWAY TARGETS

- Instill results-based behaviors every day
- Invest smarter through the simplicity of relevant focus
- Eliminate the barriers to performance breakthroughs
- Understanding your differentiators and the difference you make

BEHAVIORS OR BUST: LEADING WITH ACCOUNTABILITY & OWNERSHIP

PRIMARY FOCUS: EXECUTIVE EXCELLENCE AND CULTURAL TRANSPARENCY

WALK-AWAY TARGETS

- Aligning the intent that you are your team’s/company’s perception
- Practice the behaviors to discover how your pride may hinder the performance of your team
- Implement interpersonal connections that improve company results
- Become more productively confrontational for the best interest of yourself, your team and organization

PRESENTING FOR RESULTS

PRIMARY FOCUS: HIGHLY EFFECTIVE PRESENTATIONS AND PUBLIC SPEAKING

WALK-AWAY TARGETS

- Make immediate connections that reflect trust and credibility
- Determine beforehand the right content for each audience (not what you think the right content is) through provocative questions
- Combine skills and conversational style to connect with clients better than your competitors
- Eliminate the blind spots (that too few are telling you about) to increase confidence and business results

KEYNOTE
SPEAKER

BUSINESS
AUTHOR

PRESENTATION
CONSULTANT



Creating standards for service and sales excellence

Developing high-performing leaders and presenters

Building team trust, morale, and motivation

P: 888-918-3999

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WWW.JOETAKASH.COM

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- Joe has delivered more than 3,000 speaking programs since 1988 for Fortune 100 companies (American Express, General Motors, Prudential, AIG) and industry leaders such as Century 21, Blue Cross Blue Shield, CBS Radio, Major League Soccer, and Turner Construction.
- He is a presentation consultant who has helped executives prepare for more than 3 billion dollars of client presentations.
- Joe has had articles published in and been interviewed by NBC News, Entrepreneur, Selling Power, CSNBC.com, The American Management Association, Crain's New York, and Career Builder.
- He is the president of performance management firm, Victory Consulting, www.VictoryConsulting.com.

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CLIENT RESULTS

"We first hired Joe as the keynote speaker for our quarterly Business Leaders' Breakfast, and he did such an outstanding job that we brought him in to speak to our sales staff. It was easily our best seminar to date as Joe immediately connected with our sales veterans as well as newer account reps. WBBM was the #1 billing station in the market place, and I attribute much of the success we enjoyed to Joe's practical insights and the higher level thinking he shared. I strongly recommend him to anyone."

Mark Day
General Sales Manager
CBS owned, Newsradio 780 WBBM
Chicago, IL

"We've had great speakers like Zig Ziglar, Magic Johnson, Jeffrey Gitomer, and Joe Takash. We've asked Joe to keynote our national sales convention twice. He brings an incredible amount of energy, has a terrific sense of humor, and provides practical tips that influence bottom line profit. You will benefit greatly by having Joe speak at your next event. I highly recommend him."

Chad Hallock
Cofounder and CEO
Budget Blinds

"We hired Joe to be our opening keynote speaker for our annual meeting, consisting of 300 attorneys from around the world. Joe was able to energize what can be a tough crowd, and he provided tools on our most critical results--- solid relationship building among our firms. His message appealed to international attendees, and I would highly recommend Joe for any kind of keynote presentation."

Tanna Moore
President & CEO
Meritas, Law Firms Worldwide

INVESTMENT COST

- 60-90 Minute Programs: \$12,500
- Half-Day Programs: \$15,000
- General Session Keynote + Breakout Program: \$17,500
- All programs include needs assessment conference calls with necessary client contacts. These help Joe identify specific audience needs and partner with you to co-create a program to yield the highest Return On Investment.
- To help ensure long-term change and provide audience members a voice of ownership prior to his presentations, Joe can conduct surveys and/or interviews at an additional fee to further enhance program customization.

Fees do not include travel expenses and necessary accommodations.