

Sandy Geyer keynote presentations

With her expertise, insightful interpretations and personal experiences of effective leadership Sandy offers the following keynotes for entrepreneurs, women in business leadership, academic leaders and corporate leaders.

These overviews are guides only and can be adjusted in terms of length and focus according to client needs.

(45 mins + 15 mins Q&A)

Build your Entrepreneurial Intelligence (EnQ). Build your Business.

This address and information is well suited to business owners across industries as well as those who work within an organisation but pay their own salaries - for example Finance Brokers and Real Estate Agents

“Our businesses are a direct reflection of the manner in which we combine what we know (our skill set) with how we think (our mind set).” ~ Sandy Geyer

Sandy will speak about:

- ✓ The concept of **Entrepreneurial Intelligence (EnQ)**. Why we are not born with it and how we can learn it
- ✓ The entrepreneurial “**Effort versus Return**” Success Ladder. Where 80% of the world’s entrepreneurs find themselves on this ladder and why
- ✓ Common traits of the less successful **EnQ species**
- ✓ The traits of the lion, King of the EnQ Jungle and how these traits function together for **successful business structuring**
- ✓ The simple **map** of the *lions path* and the territories we need to pay attention to as business leaders

Effective Entrepreneurial Leadership with the EnQPractice 3-Zone leadership model.

This address and information is well suited to business owners of all sizes and across industries.

“To be an effective business leader you have to move backwards - whilst gathering yourself, to push your business forwards – whilst gathering others.” ~ Sandy Geyer

Sandy will speak about:

- ✓ Why **entrepreneurial leadership** differs to **corporate leadership**
- ✓ The **3 Zones** for effective entrepreneurial leadership
- ✓ Why we need to move **backwards** to lead our business **forwards**
- ✓ Why leadership is all about **Headspace, Positioning** and **Results**
- ✓ In which zones the less successful **EnQ species** commonly become trapped and why
- ✓ The **“ego” effect** of the 4 EnQ species on effective business leadership positioning

Sell Yourself: Entrepreneurial Growth from the Front

This address and information is well suited to business owners as well those who work within a sales driven role.

“As business owners we automatically inspire a trust relationship with our clients. With this advantage we should lead the sales function from the front, to grow our businesses effectively.” ~ Sandy Geyer

Sandy will speak about:

- ✓ The **sales process**- what is my role here?
- ✓ How to understand and communicate our **value** and our **relevance** effectively to our market
- ✓ Managing the **buying process** within our client’s comfort zone
- ✓ Passing the **sales function** along effectively
- ✓ What **“no”** really means.
- ✓ Why **closing** shouldn’t happen at the end

The Lionesses Circle of Influence (Women in entrepreneurial leadership)

“To succeed in business leadership as a woman we have to get over ourselves and out of our own way. Its not an easy thing to do when so much of who we are,

what we stand for and what we look like is either ridiculed or blown completely out of proportion by those who can't get over themselves." ~ Sandy Geyer

This address and information is well suited to women in business across all leadership roles.

Sandy will speak about:

- ✓ Why the **lioness** spends more time in the pride
- ✓ What we can learn from **ancient African tribal wisdom**
- ✓ How to build a powerful **circle of influence** outside of the pride
- ✓ Leading with lioness traits in a **lion's world**
- ✓ Purposeful **pride structuring** from the inside out

Path of the Corporate Pride

This address and information is well suited to corporate leaders across industries

"Shared ownership leadership is simply a matter of blending diverging backgrounds, generational thinking, skill sets and value sets to specifically defined organisational purpose" ~ Sandy Geyer

Sandy will speak about:

- ✓ The 4 most common **corporate leadership styles** and how these can work to inhibit corporate growth and disempower corporate human resources
- ✓ Aligning **self-awareness** to **team awareness** and why this is a necessary and fundamental first step to creating a powerful corporate pride
- ✓ How the EnQ **Shared Ownership Model** is designed to create your unique organizational paw print
- ✓ **Measuring** successful leadership strategies within a dynamic internal and external environment

Circles of Empowerment in Education

This address and information is well suited to all academic leaders

"We cannot become experts at what we do until we become experts at who we are."
~ Sandy Geyer

Sandy will speak about:

- ✓ The **6 core competencies** vital to preparing our future leaders, and which 3 are currently missing in most educational institutes
- ✓ The person we learn the **least** about at school - and why this learning is essential to the effective preparation of our future leaders
- ✓ The importance of learning **thinking** and **navigation** skills at school level
- ✓ Why speaking a **common language** around individual differences is valuable to education stakeholders at all levels
- ✓ Strategies for turning the **wheel of education** into tomorrow