



NIGEL RISNER

Turning Limited People Limitless



Nigel Risner:

Nigel has risen to international prominence as an inspirational speaker and peak performance coach. His high-energy messages show both companies and individuals exactly how to achieve longterm success.

Nigel's goal is to empower, encourage, inform and inspire. He never tells an audience what to do without telling them how to do it. Then he takes it one step further. He motivates people to want to do it and take action, Instant Conversion!

“Nigel is an inspirational speaker and writer... what you need to find out is what he has to offer - then take advantage of it.”

Findlay Caldwell, MD of RAC

Nigel's presentations, seminars and workshops always deliver value:

- **Value** – ongoing, longterm bottom line results long after the applause has ended
- **Added Opportunity** – to gain perspective on what can be done to improve or change
- **Lasting Impact** – client's always say the same thing at the end of his presentations “Should have been longer!” or the other favorite is “More than worth the investment.”
- **Unlimited Power** – empowering companies and individuals to take incredible action and enjoy phenomenal success
- **End Results** – the real difference is always on the bottom line!!!

Biography:

The only motivational speaker in Europe to have been awarded Speaker of the Year from The Academy For Chief Executives, Vistage, Footdown and The Executive Committee, Nigel is a respected author, television presenter and a prolific speaker. Nigel's workshops and keynote speeches are results –oriented, challenging his listeners to expand their horizons, embrace the opportunities that await them and dare to dream of achievements which seemed impossible before.

Nigel speaks at over 150 conferences a year, in over 18 different countries, his recent clients include: BT, BSKYB, PFIZER, Pepsi-cola, GSK, Siemens, HSBC Bank, The Academy For Chief Executives and many more. He is one of only six speakers in the UK to have been awarded the highly prestigious PSAE (professional speaking award of excellence) from the Professional Speakers Association.

Testimonials

His talks are fast-moving, informative, enjoyable and entertaining. He presents a series of great ideas and strategies with a rare combination of fact, humour, insights and practical concepts that audience members can apply immediately to get better results.

“The feedback that I have had has been awesome, your combination of humour passion and energy was an inspiration for the whole team and was the perfect climax to our managers conference.” Body Shop MD of Retail

“We genuinely felt that your presentation was miles ahead of anything we have seen from other speakers we have used.” Schering Healthcare

“Your lively and professional style made the event a great success and you are the first speaker we have had to score a perfect ten score from all who have attended.” GSK

“I have never seen a group so moved and motivated to change, you literally blew them away with your style and delivery. Your aim was to make just 1% DIFFERENCE in people's lives, I think some had a 100 % shift!” Bayer Pharmaceuticals

“Many thanks for you outstanding presentations at the National Sales Awards Conference 2001. Once again delegates scored you 10 out of 10...your contribution was an important factor in the overall success of the conference.” The National Sales Awards

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Its a ZOO around here



Topics

Nigel will create a presentation specifically designed for your audience. His stimulating and engaging style, powerful message, and consistently outstanding professionalism guarantees a "best ever!" presentation every time.

Leadership Skills for Turbulent Times

Using lessons from his own very successful career as a business leader, Nigel believes managers maintain the status quo while leaders take their organisations to new heights. How does an organisation get the leadership it needs to thrive? The bad news is, few people are "natural born leaders." That's why so many organisations suffer from lack of leadership.

Leadership can be taught Nigel's IMPACT Code Leadership Presentation.! Nigel's High Impact Leadership presentation explains the skills all leaders must develop to impact their people and organisations. But it doesn't stop there. Nigel goes on to provide his practical, realistic blueprint for helping individuals develop the skills they need to take their performance to unbelievable new heights.

The New Rules for Getting and Keeping Clients
Nigel focuses on how everyone in your organisation can become more customer-driven and less operations-driven, how to turn moments of misery into moments of magic for your customers, and how to create customer intimacy, retention and satisfaction that leads to customer loyalty. In his presentation Nigel covers:

- **Leading** your team to exceptional customer excellence
- **Maintaining service momentum** through continuous motivation
- **How to transform** an unhappy customer into a happy advocate
- **How to balance loyalty** with customer satisfaction
- **How to transform your Customers** into your roaming ambassadors

New Rules for Better Communication

This presentation is based on Nigel's most recent book "It's a Zoo Around Here!" and demonstrates how his simple, yet proven, formula can positively influence others. Managers want to know how to maximize productivity and efficiency from their staff, salespeople need to build a better rapport with customers, employees want to get along with their peers and managers. In this lively and interactive presentation Nigel illustrates how to decipher personal style first, then identify the styles of others, and finally adjust personal behavior to increase cooperation, relationships and profit.

Change is Inevitable Growth is Optional

Times are changing faster and more dramatically than ever before - the technological revolution, global competition, more demanding customers, a tight job market that has turned some employees into "free agents." Many companies have gone from distinction to extinction because of their inability to adapt, adjust and master change. Nigel reasons that change is not a force to be feared but an opportunity to be seized, and the choice is ours. His common sense message of 'how to's' is designed to show what needs to be done, and how individuals, teams and entire organisations need to think in order to move forward successfully and with optimism.

Nigel's most requested speeches are:

- It's a zoo around here – the new rules for better communication
- Leadership Skills
- How to Create IMPACT for you and your team
- Change is Inevitable – Growth is Optional
- Missing – Presumed Selling