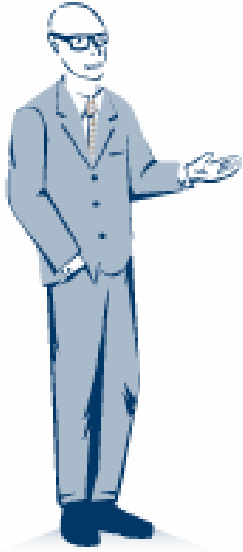


# Lindsay Adams



**Keynote Speaker and Workshop Facilitator**

*Get the difference. Get Lindsay Adams.*

## Speakers Kit

For further information please contact Lindsay's team at  
Telephone: (07) 3264 5864 Facsimile: (07) 3325 2538

Email: [info@teamocracy.com](mailto:info@teamocracy.com)

Web: [www.teamocracy.com](http://www.teamocracy.com)

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## Why booking Lindsay Adams for your event is a good investment

1. You get motivation and inspiration from a learned professional as well as humour, wit and entertainment! *(What great value.)*
2. Lindsay Adams holds the Professional Member designation with the National Speakers Association of Australia. This designates him among the top professional speakers in Australia. *(You can therefore be confident that his presentation will be professional, well prepared, and on the mark!)*
3. Lindsay tailors his presentations to your exact organisational needs. Lindsay will spend the time to find out what you are hoping to achieve and factor this into his presentation. There aren't many speakers who will do this - often they just have a run of the mill presentation that is regurgitated each time. *(Tailor made presentations ensure your objectives are met.)*
4. Lindsay will arrive early and leave late – every time. He knows how stressful it is to organise an event. *(No headaches for you from Lindsay Adams.)*
5. Lindsay will make the time after the presentation to network with your delegation, answering questions on a one-on-one basis adding tremendous value to the event. *(Resulting in extremely satisfied attendees because they received excellent value for time and money. How many other speakers stay back to network these days?)*
6. Lindsay brings with him over 20 years professional experience and uses this knowledge to provide your audience with the tools to assist them to become better leaders, better communicators, and more motivated. Unlike many other professional speakers, Lindsay actually has years of experience to back him up. *(This way you know that what you are getting is the real thing, not just an amateur.)*
7. Lindsay is not one of those speakers who sells his products from the stage. He will not take valuable time out of your presentation to sell his products. *(Therefore, you get your moneys worth.)*
8. Lindsay Adams is the National Senior Vice President of the National Speakers Association. He knows what makes a good presentation – what works and what doesn't. *(This means you get a professional presentation every time!)*
9. Lindsay is easy to deal with. Lindsay and his management team are professional and easy to work with before, during and after the presentation. *(We make your job as easy as possible allowing you to concentrate on other aspects of organising the event.)*
10. Lindsay's keynote presentations and workshop programs are designed to keep you and your team laughing, learning and motivated. Lindsay's programs not only work – they're also great fun! *(Which means your audience is satisfied.)*

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## What others say...

I was at the Career Not Just a Job Conference in Manly a few weeks ago. I wanted to thank you for following through on your promise to send us all the goals that we set for ourselves. I am happy to report that I **have completed the goals that I aimed for**. Not only that, but work has never been as productive or rewarding. Lindsay, **you have been the catalyst for a great many things in my career and personal life**. Thanks again!

*Geoff Buss, Internal Relief Officer,  
Orange Credit Union*

Of particular value **was the rapport you built so quickly** with the group, which enabled you to capture and maintain their interest. Your open and friendly style along with your sense of humour resulted in a well received and interesting workshop.

*Ralph Gray, Manager Infrastructure Services,  
Queensland Health*

I was impressed with your ability to present your information on the 3P's of business in a manner that could be **easily understood** by the differing levels of people that attended. Thank you for **tailoring your examples to our industry**, it made it easy to understand and kept people's attention.

*Narelle Beaton,  
Australia Promotional Products Association*

**Humour, sincerity and passion** were blended in equal measures to deliver a session of exceptional value.... Thanks again Lindsay for completing the day on a high note for all participants. As I sit here typing this testimonial, I swear I can faintly hear the flapping of 'Goal Cards' being opened and closed throughout the Sunshine Coast.

*Mark Tolley, Marketing Director,  
Global Momentum*

What can I say Lindsay but **WOW and THANKS**. Your presentation on Influence at our BNI Big Breakfast this morning was exceptional. Without a doubt the 100 strong audience was both **entertained and educated** and the feedback has already been excellent and positive.

*Geoffrey Kirkwood, National Director,  
Business Network International*

**Since your presentation our focus and productivity has increased dramatically**. The attitude of staff in general is positive and their willingness to go beyond the ordinary and now produce the extraordinary is the standard rather than the exception.

*Elin Power, HR Services,  
Brisbane City Council*

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Lindsay **inspired me** and the other participants to return to our workplace and **really get things done!**

*Debra Munro, Office Manager, Natures Gift Photography*

Mr. Lindsay was a fountain of knowledge. His depth of experience and ability **to bring the material alive** was outstanding.

*Andrew Chang, D'Executive Services, Ministry of Defence, Singapore*

WOW! I have never been to such an excellent course! I have certainly been impressed with all aspects included. There is no doubt I have benefited immensely from what I will take away with me back to my work environment. It is fair to say **I was never bored, tired or counting the seconds** 'til it finished!!! Well done! I certainly recommend and praise Lindsay's work to everyone.

*Maree Henry, Credit Union Manager*

Thank you for presenting at the Aged Care Queensland State Conference recently at Conrad Jupiters, Gold Coast. We have received great response to this event with evaluations reflecting **a very beneficial and valuable** event for delegates. Delegates were impressed with **the high quality of your presentation**, as well as being inspired by the information you shared.

*Michael Isaac, Chief Executive Officer, Aged Care Queensland*

I thought the presentation was excellent. Lindsay was very **entertaining** as well as **informative**.

*Felicity Kendall, Credit Union Manager*

## Who is Lindsay Adams?

Lindsay Adams is a practiced speaking professional, workshop facilitator, consultant and personal coach. With over 20 years of Human Resource experience, Lindsay's focus is on building effective leaders and teams.

*"I build highly effective and motivated leaders and teams."*



### How does he do this?

Lindsay Adams is able to identify what stimulates staff. In his presentations he coaches his audience to help them achieve peak performance. Lindsay offers solutions to help create high performance teams and maximise an organisation's "People Power".

Lindsay's customised keynote presentations and workshops are tailored to meet specific organisational needs and provide educational information in an entertaining way. He provides the tools to assist you to retain, re-train and relate to staff, and focus on teamwork and achievement.

### Lindsay's Experience

Lindsay has worked with executive teams, individuals, entrepreneurs and business owners across Australia, New Zealand, Asia and the United States. He won't just 'tell' you the principles of the topic, he will help you put them into action. His coaching methods and follow-up advice help you and your team apply life and business changing principles to their everyday behaviour to achieve long term success and goal fulfillment.

### Accreditations

Lindsay is a Master Practitioner in Neuro Linguistic Programming and holds many management and training accreditations. He utilises these in his presentations and consulting work with a diverse range of clients.

Lindsay also holds the Professional Member designation with the National Speakers Association of Australia. This designation places him among the top professional speakers in Australia and guarantees that you receive a professional presentation every time.

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## Conference Keynote & Workshop Topics

Lindsay Adams has 5 keynote presentations in his repertoire. These include:

1. Teamwork, what must go right, what can go wrong
2. How to get People to Say Yes, When They Would Normally Say NO!
3. 4 simple steps to staff success
4. Been to the Top Lately?
5. Great customers – how to find them, delight them, and keep them

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## 1. Teamwork, What Must Go Right, What Can Go Wrong?

### What you will learn

This presentation outlines a 3 phase team building model that will provide you with the ability to select the right person for the job every time. It is important to have each team member working to their best abilities. This keynote will assist you in defining and allocating what role each person will play and make sure they have the skills, personality and values to perform the task.

### Learn:

- The three steps to building an invincible team.
- How to select the right person for the job.
- The reasons why managers fail in getting their point across.
- The value of developing a shared vision and common goals for your team.
- To work with the strengths of each member of your team.
- How to achieve better results for your organisation as a whole through team work and communication.

### Who will benefit?

CEO's, Managers, team leaders and team members.

### Results...

Learn the tools for developing stronger, more productive teams so that you can achieve better results for your organisation.

## 2. How to Get People to Say Yes When They Would Normally Say No!

Influence is the single biggest factor underpinning all business dealings in the business world today. As business owners, entrepreneurs and sales people we are constantly influencing others to try to get them to do what we want.

In this program you will learn how to better communicate with the people you influence, how to change others' perceptions and attitudes to your products and services, and how to gain agreement and co-operation.

In the long-term, you'll benefit from this program through an improved ability to form and maintain long-term mutually beneficial relationships with clients, colleagues and staff.

### You'll also discover how to:

- Turn a prospect into a loyal client after just one purchase;
- Learn the art of giving to guarantee a return every time;
- Create a trend in your industry that everyone will follow;
- Set yourself up as the expert others rely on for direction and advice;
- Fit in effortlessly within any group in any setting;
- Create extraordinary value for your goods and services in the marketplace.

### Who benefits?

CEOs, business owners, managers, sales & marketing professionals.

### Results..

Higher levels of business success through an improved ability to form and maintain long-term mutually beneficial relationships with clients, colleagues, and staff.

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### 3. 4 Simple Steps to Staff Success

4 simple steps to staff success has been designed as a **keynote address or comprehensive two-day workshop**.

#### **What you will learn**

This keynote address is designed for organisation heads, business owners, managers and individuals to enable them to coax every inch of effort and excitement from their staff. Giving line managers the ability to coach staff to achieve more and be more is this program's essence.

Learn to:

- Understand the importance of motivational coaching in your organisation.
- Influence and empower staff to be passionate about their performance.
- Implement the 4 Step Model to bring out the best in your staff.
- Understand the impact of personality type, learning styles and values.
- Quickly identify and take full advantage of the 'Coachable Moment'.
- Influence staff to create strategies that catapult them towards achieving business goals.

#### **Who benefits?**

This keynote address is designed for organisation heads, business owners, managers and individuals to enable them to coax every inch of effort and excitement from their staff. In the end the managers, the staff member and the organisation benefit.

#### **Results...**

An easy to learn and implement 4 step model to bring out the best in your staff. Create more motivated staff, higher levels of productivity, and better results.

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## 4. Been to the Top Lately?

### What you will learn

Is there a formula for achieving more? Whether your focus is life or business success - goals form a crucial focus of the process. In this presentation you will learn about a simple three step model that will take you to the top!

Motivation can come from many different areas in our life and this presentation will examine how the champions of sport, business and life harness their resources to motivate themselves to outstanding achievement.

### You will learn:

- The three legs of the Teamocracy motivation principle.
- How to harness your abilities in the face of adversity.
- How success is not won by toiling alone.
- How to create and surround yourself with a winning team.
- How to overcome procrastination and get things done every day.
- How to manage the minutes that make the difference in your day.
- The power of commitment and control.

### Who Benefit's?

This workshop is designed for business owners, manager, sales and marketing professionals and just plain people who want to achieve!

### Results...

You will walk away with a plan to make a difference in your life and career. You will make measurable changes in the thirty days following the workshop and reclaim your future!

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## 5. Great Customers – How to Find Them, Delight Them, and Keep Them

### What you will learn?

Build relationships with customers based on a mutual desire to work together. And a mutual BENEFIT. Keeping your customers happy will keep them returning and that keeps your cash flowing!

### Learn to:

- Create and implement effective Strategic Influence Systems.
- Improve retention & loyalty of your most profitable existing customers.
- Reduce the defection rate of your profitable customers.
- Create profitable customers from selected unprofitable customers.
- Rank customers by value and understand what each is 'worth'.
- Understand the value of the Customer Value Proposition.
- Create systems that make it easier for your customers to do business with you.
- Turn your customers into your business advocates.

### Who will benefit?

Front-line staff, business owners, managers, or sales & marketing professionals.

### Results...

Lindsay' equips you with the skills to getting and keeping customers for life. Make your customers your best asset.

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## Booking Information

### Cost

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Because our focus is on providing you with exactly what you want, please contact us to discuss your investment in Lindsay Adams for your event. (Flights and accommodation are additional expenses). Our goal is to provide you with exceptional service and value. Hence, we are happy to collaborate with you on every aspect of your event, including price.

### Procedure

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Completion of the booking form on the following page will ensure that you secure Lindsay for the dates of your event. Simply complete and return to our office via fax, post or email.

Once you have booked Lindsay, we will provide you with a variety of marketing collateral – high resolution photos of Lindsay, sample introduction, media information, brochures and more to make the organisation and promotion of your event as simple as possible.

A 50% deposit is required upon booking Lindsay with the outstanding payment due at event time. All payments are to be made to The Coaching Catalyst Pty Ltd. Cancellation of engagement forfeits the deposit which will be applied to a future date, which must be booked within 90 days of cancellation.

### Requirements

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- Table to display products – book, tapes, CDs, promotional items
- Water (on stage)
- Any AV requirements will be specified upon booking

### Travel

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- Return flights (business class if the flight is longer than 4 hours)
- Transfers
- Accommodation (if necessary)

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## Lindsay Adams Booking Form

Get the difference. Get Lindsay Adams. Book Lindsay today and build better teams and leaders. Have Lindsay motivate, entertain and stimulate your staff to achieve their best.

### Your Details

Company Name: \_\_\_\_\_  
 Contact: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_ Web site: \_\_\_\_\_

### Event Details

Event Name: \_\_\_\_\_ Date: \_\_\_\_\_  
 Venue: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 \_\_\_\_\_  
 Number of Attendees: \_\_\_\_\_ Theme of event: \_\_\_\_\_  
 Speaking Topic: \_\_\_\_\_ Length of presentation: \_\_\_\_\_

### Marketing Collateral

We have a full range of Lindsay Adams marketing collateral available to you to help promote the event. Please indicate below what you will require.

Brochures \_\_\_ How many? \_\_\_\_\_  
 Media information? \_\_\_

### Booking Fee

Booking Fee \$\_\_\_\_\_ + GST Plus Expenses (Flights & Accommodation)  
 Payment terms: *50% deposit upon booking with remaining amount due at event time.*  
*Cancellation of engagement forfeits deposit which will be applied to a future date, which must be booked within 90 days of cancellation.*

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## Our simple step-by-step booking procedure....

1. Speak with our team to finalise a booking fee, have any queries answered or additional information supplied. We will send you Lindsay's Speaker Kit, profile, testimonials, booking form... everything you need to make a decision.
2. Complete a booking form (see above).
3. Receive a letter to confirm the booking including event details, booking fee, travel and accommodation arrangements, and use of marketing collateral. With the letter we will send you a CD containing media information, high resolution images, sample introduction, AV requirements... everything you need to organise your event.
4. Upon booking Lindsay Adams to speak at your event, a 50% deposit is required. The remaining payment is due at event time.
5. Prior to your event, Lindsay will get in touch with you to determine your exact needs and expectations for his presentation. He will prepare a questionnaire for you to ensure his presentation will meet your event objectives.
6. A media release will be sent out during the week of the event to announce and promote not only Lindsay Adams but also your event and organisation (unless otherwise specified by you).
7. You will also receive a phone call from our office shortly before your event to confirm event details and make final arrangements where necessary.
8. On the day, Lindsay will be at the desired venue at least one hour prior to his presentation and will stay around afterwards to network with attendees.
9. It doesn't end there. We will be in touch after the event to ensure you were completely satisfied.

And that is what real service is all about!

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## Contact Details

### Debby Adams

Business Development Manager

Telephone (07) 3264 5864

Facsimile (07) 3325 2538

Email [debby@teamocracy.com](mailto:debby@teamocracy.com)

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Brookside Centre

QLD 4053

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