

INSPIRE. IMPACT. INFLUENCE.

# SIGNATURE KEYNOTES



YOUR **F.I.R.S.T.** LEARNING & DEVELOPMENT PARTNER



# KEYNOTE TOPICS



INFLUENCE SOLUTIONS  
Influence. Inspire. Impact.

## 1. INFLUENTIAL / TRANSFORMATIONAL LEADERSHIP LEADING IN THE DIGITAL ERA / LEADING IN TIMES OF DISRUPTION

The perfect keynote to enhance the confidence of your leaders at leading their teams in times of change and disruption.

Extremely versatile and relevant for all levels of leaders, this can be customised from a 15-min TED-Style talk, 45-90min keynote or a 3-day immersive leadership development series. It will empower your audience to:

1. Provide a seamless leadership to their teams.
2. Demonstrate a people-centered and performance focused approach.
3. Empower leaders with specific tools to meet individual aspirations (of team members) and organisational goals.

Empower your leaders to cut through the clutter and stay F.I.R.S.T.<sup>™</sup> - that is, Future-ready, Innovative, Relevant, Strategic and Trusted.

*Note: The F.I.R.S.T. framework is the Intellectual Property of Mukul Deva and / or Influence Solutions Pte Ltd*

## 2. MAKE SUCCESS A HABIT

This thought-provoking and interactive keynote is ideal for opening and closing conferences, corporate retreats and special events. Suitable for all types of audiences. It can be customised as a 15-min TED-Style talk, 45-90-min keynote or a half-day experiential workshop.

Delivered through the fine art of story-telling, this inspiring, empowering and soul-searching keynote will reveal five simple yet powerful actionable realizations that will inspire success and happiness. And is guaranteed to energise, empower and inspire your audience and provide them with actions they can immediately take to make success a habit

You will :

- Learn your default mode of thinking and how it leads to the results you have been getting
- Discover a paradigm shift that leads to a new way of thinking
- Takeaway Small actions that can generate big results
- Gain insights that will boost your personal performance and that of your team
- Walk away with 5 powerful realizations that can impact all areas of your life and work



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### 3. THE BREAKTHROUGH THINKER

The best keynote for those who like to do less and achieve more. Highly interactive and engaging, this 15-min TED-Style talk, 45-90-min keynote, or half-day session, will leave your audiences with simple, powerful and pragmatic actions that they can take to:

1. Identify the opportunity in every situation.
2. Think with clarity, listen for potential, speak with intent and act with purpose.
3. Convert difficult conversations into opportunities to inspire.
4. Master the art of maximising performance by helping people think and evolve their own solutions.
5. Engage and Empower your team thereby leaving you free for more strategic tasks.

### 4. THE OPPORTUNITY OF CHANGE

The perfect keynote to enhance the awareness and confidence of our audience at how and how well they are already handling change. Extremely versatile and relevant for all levels of audiences, this can be customised from a 15-min TED-Style talk, 45-90-min keynote or a full day immersive session. It will help your audience to:

1. Realise the value of the change(s) they are facing.
2. Become aware of the multitude of changes they have handled and the many inner resources they have to do so.
3. Understand the psychology of change.
4. Be able to plan, correctly communicate and better support the change.

Help your audience to realise and act on the simple fact that **Change** presents **Opportunities** that empower **Progress**.



## KEYNOTE TOPICS

### 5. INFLUENCE 247 - WIN PEOPLE OVER

This is a high impact keynote, which reveals how people can easily leverage on the pillars of influence to achieve powerful business and personal results. This is an essential skill, especially in today's fast-moving business environment shaped by the realities of digital transformation and disruption. Participants gain insights about how to accelerate the process of influence to create buy-in, guide business directions, foster empowering collaborations and inspire action.

To activate the influencer within, you will:

1. Enhance your versatility in influencing people, regardless of their position, profile or personality types.
2. Learn powerful conversations that build rapport and develop deeper connection rapidly.
3. Takeaway simple, yet powerful steps to increase like-ability & respect.
4. Boost your self-confidence with simple, visible actions.
5. Sustain easy, natural conversations of influence in all situations.
6. Walk-away with a personalised action plan that helps you achieve desired results

### 6. CHANGE, OPPORTUNITY, PROGRESS

Having the right mindset and robust processes to ensure business sustainability are critical, especially in today's context where change and disruption are a constant. This insightful and experiential keynote will help to empower people to be effective agents of change. Through powerful stories and statistics delivered in a compelling way, participants will realise the value of change, how they have been handling change all their lives and already have highly developed internal resources to do so. Leaders are empowered with the clarity and tools to communicate the change and disruption effectively and support their teams to thrive and ensure business sustainability. The audience will benefit from

1. Understanding the fundamentals of change.
2. Appreciating the value of change and disruption and how to leverage them to support sustainability.
3. Recognising their inherent ability to handle change and disruption
4. Effectively communicating the value behind the opportunity.
5. Leading change into the future.



## KEYNOTE TOPICS

### **7. INFLUENCE 247 FOR WOMEN - SHAPING PERSONAL & PROFESSIONAL SUCCESS**

This inspiring keynote provides deep insights to women executives and leaders who want to expand their sphere of influence naturally. We'll share practical ideas that elevate the impact of women leaders – enabling them to better navigate the business landscape, and step into roles of greater influence.

Participants will take away an influence toolkit that they can apply immediately to overcome performance-limiting biases and achieve success as well as significance. Join thousands of executives from over 13 countries who have benefited from the Influence 247 system, being equipped with a roadmap to accelerate the process of influence and win people over.

You will learn to:

1. Understand the two pillars of influence.
2. Identify your inner resources, how to strengthen and leverage them to lead yourself and influence others more effectively and naturally.
3. Re-energise the way in which you engage and manage (internal and external) stakeholders.
4. Gain insights into your natural influencing style.
5. Enhance your versatility in influencing people, regardless of their position, profile or personality types.
6. Learn powerful conversations that build rapport and develop deeper connection rapidly.
7. Takeaway simple, yet powerful steps to increase like-ability & respect.
8. Boost your self-confidence with simple, visible actions.



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### 8. THE ATTITUDE ADVANTAGE

The Attitude Advantage is a life-changing keynote that will transform the way you approach adversity, and enables you to turn obstacles into opportunities. Especially relevant in today's competitive, fast-changing environment, this highly experiential session is based on a simple and inspiring idea. That every problem or obstacle in our lives, contains an equivalent or greater benefit or opportunity. It empowers people to become self-directed performers, transform the way they think, equips them with the right attitude, innovative mindset and required resilience for growth.

You will learn:

1. How to turn any problem or obstacle to your advantage.
2. Where the most successful people find the best opportunities in life.
3. How to turn any loss into a gain, and any failure into success.
4. What enables people to triumph in the face of adversity.
5. The keys to solutions-focused thinking so that you can achieve your goals and solve real challenges effectively.



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### 9. SOCIAL SELLING

Achieve sizzling sales results with social selling, while leaping over high rejection rates with traditional sales techniques...The truth: In this fast changing digital world, one thing remains the same. The emotions that trigger decision making hasn't changed. It's still based on human psychology. This refreshing perspective enables us to harness what works in the real world and adapt it to the "always on" digital world as well. This entertaining, interactive and impactful keynote leverages the psychology of influence to help you win people over in social selling.

You will learn how to:

1. Leverage the psychology of influence to win people over.
2. Nurture high quality social networks and warm introductions.
3. Leap over gatekeeper blocks by connecting with key decision makers directly.
4. Link up with real people; hone credibility and trust even before you meet them face-to-face.
5. Move away from scripted sales techniques to natural, impactful conversations that inspire people to say YES.
6. Go beyond the high rejection rates with outdated sales strategies and harness the future of selling.
7. Build powerful thought leadership on social media, and have prospective clients come to YOU instead.



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### 10. INFLUENTIAL NETWORKING

This interactive and inspiring keynote will reveal a simple, actionable and powerful formula that accentuates your individual style and enables you to exude greater confidence in connecting with diverse personalities. T

his is key to nurturing a network of rewarding and meaningful relationships. Influential networking transforms the way people think about networking, giving them an immediate boost in their confidence in connecting with anyone, anywhere, anytime.

It inspires networking within the organization, leading to increased employee collaboration; and also powers up external networking by equipping client facing staff to network effortlessly, and nurture profitable relationships.

Participants take away simple, practical and powerful skills that they can immediately apply to achieve memorable results.

You will learn to:

1. Create favourable first impressions, every time.
2. Start and lead memorable conversations.
3. Attract the people you want to meet – have them want to meet you.
4. Work any room fearlessly - networking events, roadshows, corporate functions and other events.
5. Be the go-to person people want to connect with.
6. Develop a quality network of rewarding relationships.