IMS



INCREASE YOUR IMPACT: INFLUENCING AND INSPIRING OTHERS
with Ty Bennett
$395 (US) per person

VIRTUAL SESSION (3-HOUR)

INCREASE YOUR IMPACT: INFLUENCING AND INSPIRING OTHERS

Regardless of the type of organization you`re in, or the role you play in it, you are in the business of people. Because of that, great leadership is the driving force behind growing your business. Based on his highly-rated book, The Power of Influence, Ty Bennett shares his philosophies and tools for increasing your influence and impact as a leader. How do you become a good leader? Through influence. How do you become a great leader? By using influence and integrity to engage and inspire others.

TY BENNETT

When Ty Bennett was 21 years old, he and his brother Scott started a business in direct sales, which they built to over $20 million in annual revenue while still in their twenties. Since that time, he has developed over 500 sales managers globally with sales and leadership in 37 countries. As a young entrepreneur, Ty continues to engage his teams focus to grow sales. He uses the power of influence and storytelling to get buy-in to the vision of growing their multimillion-dollar sales organization.With a natural ability to engage and empower others, Ty draws on his experience in the trenches to share real and tangible techniques about the principles of leadership that continue to create his success. The founder of Leadership Inc., who has been featured as one of the Top 40 Under 40, Ty is a young fresh voice providing interactive presentations that are engaging, dynamic and inspiring.His clients include some of the most recognizable brands in the world such as: Coca-Cola, Subway, Wounded Warrior Project, Blue Cross Blue Shield and Remax. Ty has shared the stage with celebrities, Olympians and world-renowned thought leaders such as President Bush and President Clinton.Tys best-selling books, The Power of Influence and The Power of Storytelling: The Art of Influential Communication, are used in graduate courses at multiple universities including MIT, as todays version of How to Win Friends and Influence People.In June 2014, Ty Bennett received the CSP Designation. At just 32 years of age he is one of the youngest ever to receive the award in the shortest amount of time. Less than 5% of speakers earn the CSP honor.

TOPICS COVERED

WHAT LEADERSHIP IS ALL ABOUT
SKILLS FOR BECOMING "INTERESTED" NOT "INTERESTING"
HOW TO PRACTICE THE PLATINUM RULE
SPECIFIC WAYS TO INVEST IN YOUR PEOPLE

- HOW TO CREATE BUY-IN
- WAYS TO ADD VALUE TO CLIENTS AND TEAM MEMBERS
- WHY PARTNERSHIP IS THE NEW LEADERSHIP
- HOW TO MASTER CONVERSATIONAL LEADERSHIP

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