



INCREASE YOUR IMPACT: INFLUENCING AND INSPIRING OTHERS

with Ty Bennett

\$395 (US) per person

VIRTUAL SESSION (3-HOUR)

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Consider the adage, "Old ways won't open new doors." This saying has never been more relevant in the evolving world of work. The traditional approach of leading with authority or relying on titles to command respect is no longer effective. Instead, the key to leadership today lies in building partnerships, fostering open communication, promoting inclusion, and creating authentic connections. These are the real game-changers in a workplace that is constantly adapting to new challenges and innovations. To thrive in this environment, leaders must embrace new skills, challenge outdated mindsets, and find fresh ways to "open new doors."

In this program, Ty Bennett will guide participants through the essential strategies required to become a successful leader in the modern workplace. Through engaging lessons, participants will learn how to foster stronger relationships, inspire their teams, and lead with authenticity. Ty will share actionable insights and research-backed approaches from his latest book, *Partnership Is The New Leadership*, offering practical tools to help leaders increase their influence, amplify their impact, and create lasting change in their organizations. Whether you're a seasoned executive or an emerging leader, this program will empower you to lead in a way that resonates in today's world.

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. Ty's 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 today's 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

ENHANCING YOUR PERSONAL IMPACT

STRENGTHENING LEADERSHIP PRESENCE AND INFLUENCE
BUILDING CREDIBILITY AND TRUST THROUGH ACTIONS AND COMMUNICATION

INVESTING IN YOUR PEOPLE & BUILDING GENUINE RELATIONSHIPS

DEVELOPING A PEOPLE-FIRST LEADERSHIP APPROACH
FOSTERING MEANINGFUL CONNECTIONS THAT DRIVE ENGAGEMENT AND LOYALTY

CONVERSATIONAL LEADERSHIP: THE POWER OF EFFECTIVE COMMUNICATION

THE THREE A'S OF PARTNER LEADERSHIP AND WHY THEY MATTER
BALANCING LISTENING, SPEAKING, AND ENGAGEMENT FOR STRONGER LEADERSHIP

INFLUENTIAL STORYTELLING: DRIVING ACTION THROUGH NARRATIVE

USING COMPELLING STORIES TO INSPIRE, PERSUADE, AND CONNECT
OVERCOMING COMMON BARRIERS TO STORYTELLING IN LEADERSHIP

LEADERSHIP PITFALLS: THE THREE BIGGEST OBSTACLES TO SUCCESS

IDENTIFYING AND ADDRESSING KEY LEADERSHIP CHALLENGES
STRATEGIES TO OVERCOME COMMON MISTAKES AND LEAD WITH CONFIDENCE

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