



**DO YOU NEED A SPEAKER
FOR YOUR NEXT EVENT
THAT WILL LEAVE THE
AUDIENCE...**

Spellbound?

Introducing Nancy Roberts, The DISC Wizard and author of *“The Little Red Book of Hiring & Firing – 7 Strategies for Finding & Keeping Engaged Employees.”*

An engaging and entertaining speaker, Nancy is able to do what many speakers don't - bring **fun** and **energy** to important topics and subjects.

Testimonials for Nancy Roberts Speaking:

“It's early afternoon and I'm still energized by your presentation this morning! You were phenomenal and your compelling message of strategies for business success was right on! Having been a member of the National Association of Women Business Owners (NAWBO) since 1998, I've heard numerous speakers over the past decade. **You are one of the top two all time great speakers I've ever heard at NAWBO in ten years.** Thank you for sharing your inspiring message and wisdom with us.” ~ Dorothy J. Madden, Owner, Organizelt.biz, Fairport, NY

“Nancy's seminar “Top 10 Strategies for Success” was exceptional in every way. The content was superb and the delivery...even better! Nancy connects with the audience, provides fantastic information...and inspires everyone in the room to be more...do more...live more! **I cannot recommend her highly enough!**” ~ Jonna L. Martin, President, Greater Rochester NAWBO

“Thanks once again for your awesome presentation this morning. You did a great job of getting all your points across in such a limited time frame! **Talk about grace under pressure** – lovely job with some great take-aways. I know what I'll be thinking about changing for myself in the upcoming days and weeks.” ~ Rachel MacDonald, HR Director, Execuscribe, Rochester, NY

NANCY ROBERTS IS AVAILABLE TO PRESENT:

- Keynote Addresses
- Conference Breakout Sessions
- Full and Half Day Education Seminars

IF YOU ARE LOOKING TO BRING A
SPEAKER WHO IS ENGAGING,
EDUCATIONAL & ENTERTAINING...
LOOK NO FURTHER

SPEAKING EXPERIENCE INCLUDES:

- Keynote Speaker for the WomenTies Annual Retreat, Skaneateles, NY
- Keynote Speaker for the *I Am Success Now* event, Phoenix, AZ
- 2012 & 2013 Keynote Speaker at the *Messenger Summit*, San Diego, CA
- Trainer and speaker for Mary Kay organizations nationwide
- Facilitator and speaker for the National Association of Women Business Owners
- Speaker for the Women in Leadership & Business Conference, Niagara, ON
- Keynote speaker for the IAHTM Conference, Winnipeg, Manitoba Canada
- Speaker for Textile Rental Services Association's CEO Summit, Boston, MA
- Guest speaker in Leadership Development at Syracuse University, NY
- Speaker for a one-day Dale Carnegie professional development workshop
- Guest lecturer for the University of Rochester's William E. Simon EMBA Program Student Retreat, Rochester, NY



**NANCY ROBERTS, AS THE DISC WIZARD,
HELPS COMPANIES HIRE THE RIGHT PEOPLE
SO THEY CAN STOP WASTING THEIR TIME &
MONEY ON THE WRONG PEOPLE.**

“ By the way, you got some additional excellent feedback from the students in the final course evaluation. Your session was mentioned by a couple students as **one of the high points of the leadership course.** ” ~ Professor Robert Whipple, Syracuse University, New York

“ **Your workshop is in the ‘Top 5’ of any Seminar I’ve ever attended** and I went to and spoke at many when I was a School Counselor. I highly recommend it and would love to attend again when you are in the area. Thank you. ” ~ Delores Hawk, Sales Director, Maidens, Virginia

“ This was **one of the most significant workshops I’ve ever attended.** Many facets of the information are very helpful in our personal life, as well as in our business life. I’d call this a **life-changing experience.** A **‘not to be missed’ event!** ” ~ Jo Shuler, Senior Sales Director, Hampton, Virginia

“ You, NANCY ROBERTS, are **fantastic...**I believe you spoke to every person in that room this morning! You are down to earth, concise...genuine! Thanks for being in my life! ”
~ Theresa Kusak-Smith, Fairport, New York

The Disc Wizard



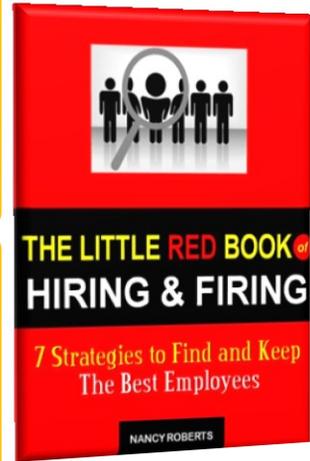
THE KEYNOTE ADDRESS THAT HAS BEEN DELIVERED ACROSS THE COUNTRY:

People Are NOT Your Number One Asset *The Key To An Engaged & Productive Workforce*

“Success comes from getting the right people on the bus and the right people in the right seats,” said Jim Collins in his book “Good to Great”. This sounds simple but as we know is not always easy. So how do we find, hire and keep the “right” people?

In this ground-breaking session, your audience will learn:

- Know who you are hiring BEFORE you hire them
- How to **keep the reliable, productive** employees
- When turnover isn't a problem – “this” usually is and is much more costly to your organization
- How to **get chronic low performers to fire themselves!**



This information can be taught in a 45, 60 and 90 minute formats. If your audience has to hire people, supervise people – and at times fire people – they will appreciate this game-changing, business-altering information!

Nancy Roberts wrote the book on this topic (literally) and is available to do a book-signing at the end of her talk.

““ Because we read Nancy’s *“Little Red Book for Hiring and Firing”* *oi* resolve to act. We were a group of 10 managers and owners – and today we are a smaller group of 9 owners and managers. The manner in which we dealt with a very difficult firing turned into a very good team building tool. Surprisingly, once armed with the right tools we were able to make a **difficult but unanimous decision.**” ~ Scott Reppert, CEO, Superior Health Linens, Milwaukee, Wisconsin

““ Given our previous experience of hiring without the information in your book, I’ve now instructed our VP of Sales to pay more than the usual attention to the data we discover in your hiring process. If we had followed that before, we could have **saved ourselves six months of frustration, lost productivity and thousands of dollars.**” ~ Chuck Finzer, Former President, Total Identity Group, Rochester, New York

HIGH PRAISE FOR THE BOOK

How To **Motivate Your Employees** Without **Breaking The Bank!**

Most organizations believe that if you want talented, motivated employees, you have to pay for it and pay dearly. However, research shows that there are other things more motivating than a paycheck. In this session, we discuss what these things are along with these other topics:

- The #1 mistake you might be making when motivating employees
- What your employees are really motivated by
- The four most de-motivating words you can say to an employee
- Something even more important than motivation that most managers miss

How to **Thrive In The New Economy**

It's true! Companies are spending LESS yet you need to make MORE. In this program, we dissect the facts from the fiction about our economy and what you need to do to THRIVE no matter what is happening "out there".

- Why looking for **security at this time** is a waste of time
- The **absolute first thing** you must do to NOT suffer in this economy
- **Three critical strategies** for thriving right now!
- **What DISC behavioral type** has a distinct advantage now they've never had before

Plus, you will learn a simple, **step-by-step goal setting system** that works for every behavioral style and is guaranteed to get you results.

The Top 10 Strategies For **Success In Business**

Whether we admit it or not, most of us graduated from college expecting success to come quickly and easily. However, the harsh reality for many is that success remains elusive. Instead of success, we're working longer and harder and it's taking longer for us to reach our goals. And where is the increased income? There are some definite strategies presented in this session that every person must implement to have the success they desire.

How To **Talk So the Interviewer Listens!**

Let's face it. Interviewing can be one of the most nerve-racking situations you will ever find yourself in. So what do you need to know to not only feel more confident when interviewing but also make yourself shine above all other candidates? In this session, you will learn:

- The **BIGGEST** most candidates make when interviewing
- A proven model to "read" the interviewer that most people don't know about
- 4 ways to quickly adapt your communication for a greater connection with the interviewer
- How to handle pre-employment assessments when they come up
- The #1 secret to reduce anxiety when looking for a job

Staying Positive Through Trying Times

The New Economy has made everyone more careful with where they spend their money. So how do you stay positive when the new clients or contracts just aren't coming? In this session:

- The one thing **ALL super-successful sales people** do that separates them from the rest
- Why it's possible to stay positive no matter your **financial circumstances**
- The **biggest mistake you can make when struggling** (that most of your peers are making!)
- Three simple daily practices to do that will help you stay motivated



SALES