

# WHERE THERE'S A WILL, THERE'S A WAY!

**Desi Williamson** has mastered the art of empowering people. The results of his insightful, motivational keynote, half day or full day presentations ignite teams that are much more inspired to raise their standard of performance, a culture that cultivates and develops better leaders and a fundamental organizational mind shift that fosters being a master of change rather than a victim of circumstances.

Desi's presentations will:

- Re-ignite the passion in your team for your mission and purpose
- Empower your people to stretch beyond their comfort zone
- Teach your managers how to become more effective leaders
- Transform an attitude of being victimized by change into an eagerness to identify opportunities inherent to change...and much more!

No doubt, we're living in some very turbulent times, but with challenges also come opportunities...it's all a matter of perspective! Desi gives his audiences the inspiration and tools necessary to succeed regardless of circumstances or conditions.

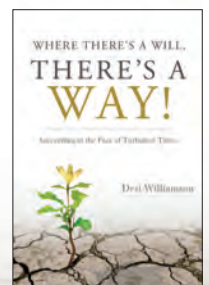
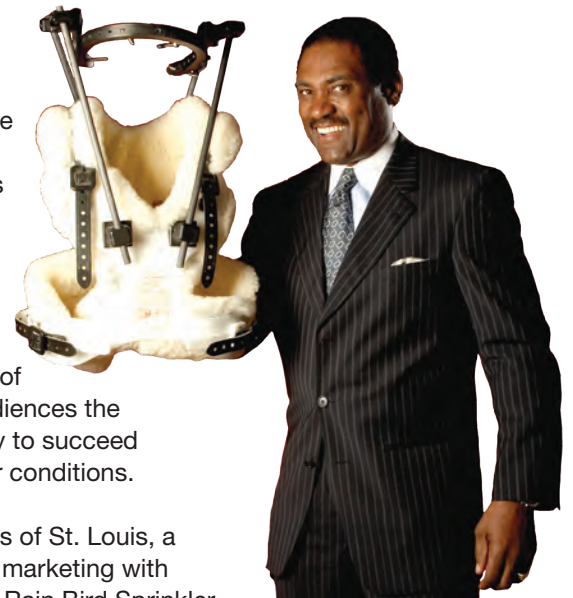
After surviving the mean streets of St. Louis, a successful career in sales and marketing with Johnson & Johnson, PepsiCo, Rain Bird Sprinkler, Cadbury-Schweppes, Johnson Wax Company, and a Hall-of-Fame career in professional speaking, Williamson had a serious fall and suffered a broken neck in two places. Along the path from paralysis to recovery, he discovered new perspectives on life. His life's work is dedicated to showing people how they can do more than survive turbulent times - he shows them how to succeed despite their adversities.

Desi has helped many organizations including Fortune 500 companies, associations, and professional sports teams. He is consistently offered encore performances, in part because his programs are uniquely customized to your industry, your market niche and your team. This ensures immediate impact and return on investment.

*"Your ability to incorporate the key strategies and issues of this division so meaningfully into your overall presentation impressed our team. Thanks once again for exceeding our expectations and needs."*

- General Mills

Desi's book, **WHERE THERE'S A WILL, THERE'S A WAY!**... Succeeding in the Face of Turbulent Times shows people how to take charge of adversity and use their willpower to create the circumstances they desire.





*Desi has helped companies like these:*

- *Microsoft*
- *Toro*
- *Honeywell*
- *YMCA*
- *Kraft*
- *General Mills*
- *Pfizer*
- *Cargill*
- *BellSouth*
- *Minnesota Vikings*
- *Target*
- *Sprint*
- *General Electric*
- *Wells Fargo*
- *Society For HR Mgmt.*

*Let Him Help Yours!*

## Topic Descriptions

### ■ **WHERE THERE'S A WILL, THERE'S A WAY!** - *Succeeding in the Face of Turbulent Times*

Every person and organization has willpower and hidden assets within them that, when unleashed, can yield tremendous results. This program teaches the skills necessary to discover and tap into those powerful assets, both in your personal and professional life. The result is a powerful shift in mindset and behavior that inspires people to do extraordinary things despite adversity.

### ■ **Leadership for the 21<sup>st</sup> Century** - *Influencing with Impact*

The foundation of any successful organization is characterized by outstanding leadership. Here you'll learn 21<sup>st</sup> century leadership skills that are centered on a customer focused strategy, which includes the process of empowerment, diversity as a competitive advantage and why leadership and management are different, yet critical skills that must be activated at the right time for maximum effectiveness.

### ■ **The Challenge of Change** - *Tools for Transformational Thinking*

In this eye-opening session Desi reveals the tools for transformational thinking and shares the skills that help people break the cycle of complacency and mediocrity, empowering them to become masters of change rather than victims of circumstance. The result: Change agents who understand that the best way to predict the future is to create it!

### ■ **Impact!! Sales Strategies** - *Secrets of Successful Selling*

Decision-making by the customer in the sales process is often affected by fear and negative emotions. This comprehensive program covers a vast spectrum of skill sets, from basic to more advanced selling skills. You'll learn how to build rapport with anyone immediately, ask targeted questions leading your prospect to reveal true needs and desires, make persuasive presentations, handle objections, professionally close the sale, and build a strong referral network.

“*Your presentation was excellent, and your efforts to research our group ahead of time made it especially so.*” - Pfizer

“*I was impressed with how detailed your preparation was and because of it you hit the target directly.*” - Sprint

He is the author of **Empower Yourself to Succeed!** a best selling video learning system for personal development now utilized by more than 160 correctional facilities across the country as well as his first book titled, **Get Off Your Assets!...How to Deal with the Challenges of Life - and Win!**



Call today to learn more about Desi and his unique ability to customize his presentations to exceed your expectations.

**SpeakersOffice, Inc.** — Managing America's Best Speakers  
5927 Balfour Court Suite 103 • Carlsbad, CA 92008  
760.603.8110 • [www.SpeakersOffice.com](http://www.SpeakersOffice.com)