



Fear Expert Barry Moniak Presents **Fearless Communication**

Say what needs to be said – and live to tell about it!

Program: Keynote Speech (and/or) Breakout Session

Best Audience: Leadership | Sales Teams | Hospitality | Financial Services
Creative Entrepreneurs | Small Business Owners

Length: 45 - 90 min Keynote | 90 min - 3 hr Breakout Session

When leaders and sellers say what needs to be said, not just what people want to hear, they are seen as straightforward and empowering – or jerks.

It all depends on the tone, language, time and place they choose to say it – *which is dependent on how those receiving the communication need to hear it.*

Do we have the courage to ask the hard questions? Are we bold enough to mindfully listen to the responses? Can we befriend the fear of being genuine and honest, or are we too afraid of being unpopular or, god forbid, losing a sale?

Fearless leaders and sellers don't choose between being effective or popular – they're both. They welcome diversity of ideas between buyer and seller – and handle resistant pushback by understanding and befriending the fear encountered in the selling and leadership process.

To incorporate fearless communication into the fabric of your organization, create mutually reliant leadership and sales teams that build trusting customer relationships which produce outstanding returns.

Barry's been a leadership and sales consultant for 30 years. In his insightful and entertaining presentations, you experience delightful personal experiences and profound professional discovery.

There are speakers who consult and consultants who speak. Barry's both. Experience and expertise come to life in customized presentations – creating an amazing event.

This is the ***End In Mind*** we have for you.



"Leadership is all about selling ... Sales is all about leadership"