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Keynotes

Too Busy for Details: Stories & Strategies to Solidify Leadership Connection **[Leadership & Communication]**

It's not hard to imagine, most of us have seen it: a disconnected leader trying desperately to make big things happen yet completely out of touch with their people – the very people they rely on to get it done.

In the rush of business demands, it's easy to neglect some details. But leadership connection should never be one of them. Every business relationship rests on a connection. How well you solidify those connections directly impacts your influence and success.

From relatable, real-life, and sometimes, raw stories of “what to do and not do,” discover how impactful leaders, business owners, entrepreneurs, and successful, everyday people strengthen their connection and leadership impact.

When these commonsense strategies are applied, business owners, managers, and leaders at any level understand:

- Why their people want authentic connections and how to establish them
- How active listening and honest communication build greater respect, trust, and relationships
- The all-too-common “sins” which destroy leadership influence
- The commandments impactful leaders habitually practice

The keynote is a good fit for:

- Leaders, managers, emerging leaders, and high potential team members
- Teams preparing for succession or culture change.
- Any group working toward greater team engagement and trust.

Lay Your Hand on It: Choices to Prove You're a Pro **[Service & Professionalism]**

Everyday we make choices in our professional lives which say one of two things about us. Our choices either prove, "I am a professional," or "I think I'm good enough to get by."

The "good enough" mentality is expensive to individuals and organizations. It can deplete money and market share. But the potential damage a careless mindset inflicts on professional reputation can be disastrous. And once damaged, influence and image are hard to restore.

When business owners, entrepreneurs, leaders, and team members apply these solid commitments and service practices in their work life, they will discover:

- Habits to consistently look exceptional
- Choices which get you a second look
- Decisions which build integrity, trust, and loyalty
- Attitudes for solving problems and overcoming setbacks

This keynote is a good fit for:

- Business owners, entrepreneurs, leaders, and team members
- New managers, emerging leaders, and high potentials transitioning to leadership
- Sales or customer service teams

Don't Hold Your Breath: Keys to Lead Change & Transition **[Change, Transition, Transformation]**

We know it – change is inevitable and never-ending, an all-encompassing reality that doesn't go away. For those leading the charge, future success rides on a sound approach to embrace the changes, guide the transition, and energize the team.

This is a realistic look at successfully managing change. It is drawn from Phil's professional experiences spanning four decades of work with hundreds of organizations, large and small. And thousands of business owners, leaders, and managers – some prepared, some struggling – during extended periods of change, transition and transformation – including his own!

Discover the real world lessons for successful change, transition, and transformation including:

- The characteristics of change you can count on
- 4 truths impacting change for you and your people

- The relationship between change and transition
- Key steps to successfully lead change

This keynote is a good fit for:

- Leaders, managers, or anyone charged with guiding people through change
- All staff levels facing change and transition

Be Heard: The RIGHT Answers to Build Your Influence and Attract More Opportunities [Influence]

Being heard is about more than just getting what you want. It's about approaching key players and decision-makers in a way that sparks their interest and causes them to want to listen to you both now and down the road.

Learn the right answers that put you in the sweet spot to gain more respect and influence, while drawing more professional opportunities your way. You'll discover how to present yourself and your ideas in a way that decision-makers respect, trust, and regularly seek out with a time-tested approach to...

- Command the interest of decision-makers,
- Demonstrate your capabilities and credibility,
- Earn a voice in future conversations and decisions, and
- Increase access to key players through growing influence and authority.

This keynote is a good fit for:

- Business owners, entrepreneurs, and business professionals at all organizational levels
- New managers, emerging leaders, and high potentials transitioning into leadership roles
- Decision-makers at all organizational levels