



Amanda Gore

THE POWER OF JOY

Why Book Amanda Gore?

If you want:

- This conference to be your 'best ever'
- Your people to leave their baggage behind for the day and open to learning...
- Great, practical content to be delivered with emotion, humor and storytelling
- An engaging, interactive keynote that leaves people feeling good about themselves

Then consider booking Amanda!

As a Keynote speaker with over 30 years experience, organizations and individuals hire Amanda to help people reconnect to what matters – the H2H factor! The human to human factor which matters so much in business and life. It's the energy and emotional layers that really drive performance, innovation, relationships, engagement and creativity in business and life

If you want **better sales, leadership, team performance, customer service, bottom line, or improved communication** Amanda can help. She has hundreds of 'chunks' of information she can mix and match to suit your needs. Some popular areas are:

- **How to change behaviors and love the change!**
- **How to create environments in which people can be the best they can be – and have great cultures**
- **How to help people believe in themselves**
- **How to get real and develop a growth mindset**
- **How to deal with massive change positively**
- **How to remove limiting blocks - personally and professionally**

Presented in an entertaining way that has the whole group interacting and involved, Amanda Gore will create an *experience* that teaches skills and changes the whole group dynamics of your conference – one that people will remember and talk about for years.

But don't just believe us... Read what some of her clients say:

"Serving as emcee for a 7,000 attendee international simulcast event, Amanda stole the show. Her enthusiasm radiated through the live audience and had people dancing in the aisles even in broadcast locations several states away! Fun, engaging and with a solid message, you can't help but LOVE Amanda!"

David Lewis, Refresh Leadership Simulcast

"Amanda Gore single-handedly turned around the climate of our school district in a matter of three hours! She is an awesome, highly energetic speaker, and I recommend her without hesitation"

Andy Parker – High School Principal

...my personal thank you for the impact you have had on my development as a leader and for the seed you have helped me plant to inspire general managers and owners to success."

Global Head Focused Service, Hilton Hotels

"I have been a member of MDRT for 29 years and have seen some of the best speakers in the world. None has ever received 3 standing ovations like Amanda Gore."

President, Million Dollar Round Table

FAST FACTS

Youtube Visits: Over 2,000,000 views

Number of Years Speaking:
25 years (to over 2,000,000 people)

Largest Group Size: 15,000 people

Smallest Group Size: 12 people

Average Presentations Annually: Aus + USA - 50

World Wide Presentations: 20+ countries

Books Written: 5

Education: Bachelor Physiotherapy and Major in Psychology

Awards

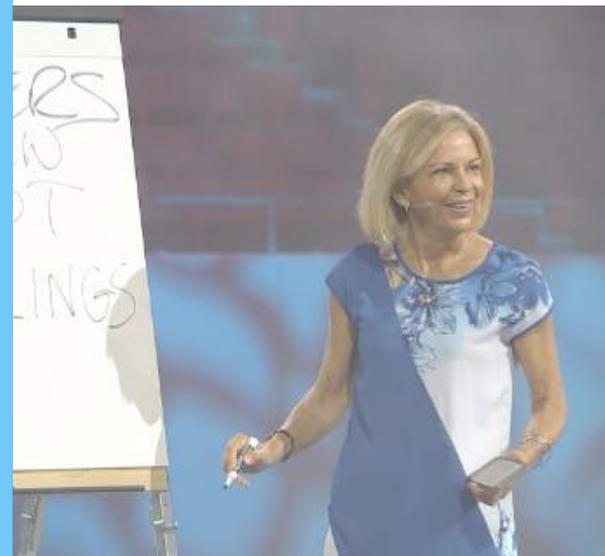
2009 - Keynote Presenter Award for Excellence:

National Speakers Association of Australia

2009 - Speaker Hall of Fame: National Speakers Association of America

2009 - Voted one of the hottest 25 speakers in the USA by Speakers Magazine

2007 - Meeting Professionals International Favorite Speaker



Who is Amanda Gore?

Amanda Gore is CEO of The Joy Project, an author, speaker, Huffington Post columnist and business woman. She is one of 4 Australians inducted into the USA Speaker Hall of Fame.

She works with small and large organisations like Flight Centre, McDonalds, Westpac, AMP, MDRT, CBA, Google, Remax, Disney, Hilton, The Direct Selling and many other associations, hospitals and schools to help them create cultures of joy and engagement and to bring the humanity back into their organisations.

Her presentations are very personal and funny experiences that embed powerful and relevant messages that are tailored to your desired outcomes.

She specialises in bringing humanity into cultures and events (and people!) by connecting with peoples hearts!

All people can change - it's whether they want to change or not that makes the difference.

In fact, discovering 'what's the difference that makes the difference' in performance, success, sales and life is her passion. She constantly researches and explores the latest science and ideas and marries them with emotion and the heart - then wraps them in stories that make people laugh! So in between laughter, she can embed profound messages that allow them to want to make changes - at work and home.

Too often the content is king at conferences, and although it's critical, nothing changes till people are inspired to change . As an Aussie, it's to have fun and wake them up!!

Please let us know if you are looking for a speaker to bring a conference or event to life! Amanda specialises in putting the human - and humour - element into events while delivering relevant and potent content that triggers people to want to change and be their best versions!

If you need to change your team's mindsets or perceptions, inspire and enthuse them, help them sell more, reduce stress, create real behavioral change, kick start the conference on a high, send them out on a high, connect them all and open their hearts and minds to learning... Read on!

FAST FACTS

Areas of Expertise:

- Leadership (personal, professional)
- Thriving on change
- Sales and customer service
- Resilience
- Mindset shifting
- Attitude, perceptions and behaviour
- Emotional intelligence
- Stress and work life balance
- Connection and Communication
- Joy at Work + at Home
- Creating healthy cultures

Why Amanda is so popular as a Keynote Speaker:

- She is a Guaranteed success (money back guarantee!)
- Her session change cultures, behaviors and attitudes
- She entertains, connects people and creates an '*amazing chrysalis like experience*' in which people can transform
- She'll make any event planner or coordinator look awesome!
- Amanda is a reliable professional with impeccable integrity.
- She researches 2 months each year to keep her materials relevant.



“Amanda is a wow of wows of speakers. **She’s enchanting, captivating, brilliantly funny, tenderly charming, heartfelt, genuine, sincere and poignantly authentic** and yet she delivers a powerful message that we each want and need to hear. **She’s unforgettable** with her innovative audience involvement techniques..that will give you skills to take home, tell others and start using immediately to better your life, your relationships, your future and finances.”

Mark Victor Hansen, Co-author of the Chicken Soup for the Soul series.

What she speaks on: Joy + Connection = Results

Everything – everything in life and business is about feelings! The way we feel about a product, organization or person influences how we behave and informs our decisions about how we spend – our time and money, or with whom we conduct business. The way we feel during a meeting or conference impacts our ability and desire to learn and change.

As Carl Buehner said:

"People will forget what you say; they will forget what you do – but they will never forget how you made them feel".

By telling it like it is – in a way that encourages us to laugh at ourselves, and by helping people understand that *they* are in charge of creating their success and that most of us complain about things that are first world problems, Amanda shows people the difference between a growth mindset and a fixed mindset. She helps successful people become more so and inspires others to do things differently. And to feel great – about themselves.

Instead of delivering facts and research, her presentations break down the barriers that separate people in an invigorating, action-packed ride towards self-discovery and gives them the tools to make real and lasting change – by getting real! For example, how is it that the most successful people and those who are average (or worse!) manage to get their results in exactly the same environment? The difference is mindset, looking honestly at yourself and choosing consciously.

She uses principles from positive psychology, epigenetics, neuroscience and emotional intelligence to deliver profound messages in stories that are funny. This teaches people to re-connect to the energy and emotional layers that really drive performance, innovation, relationships, engagement and creativity in their business and personal life utilizing. Business today is about H2H. And it always has been, but we have forgotten it! Human2human.

The reason she focuses on Joy as well as getting real is that people who are happy at work are 31% more productive, sell 37% more and are three times more creative. They make better team players, handle change more effectively, become more positive and are much more engaged.

Amanda makes your audiences happier - Gives them strategies that work on how to stay happier!

Some interesting information! Did you know...

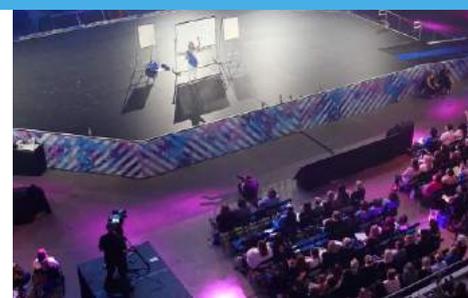
- Social isolation is one of the leading causes of mental illness?
- That it's not stress that makes us sick but what we believe about stress?
- That praising effort builds a growth mindset
- That the number one reason people leave is that they don't feel their leader cares about them or is interested in their growth and development
- That a sense of belonging is fundamental for a great culture
- That change is actually good for us and keeps our brains young
- That presentations can be transformed and super effective if you focus on process and not just content
- That having a purpose bigger than yourself changes motivation and all health parameters

She was based in the US for eight years during which time she was voted as one of the top three speakers by leading speakers' bureaus and inducted into the US Speakers Hall of Fame.

Engaged by some of the world's biggest corporations to help business leaders achieve results by getting people engaged in, enthusiastic about and aligned with corporate goals and vision, she delivers an average of 60 presentations in Australia and the US every year. Amanda has written five books, produced DVD and audio programs and has accumulated over 2 million views on her YouTube channel.



**LIFE CHANGING
ENGAGING
UNFORGETTABLE
FUNNY
RELEVANT**



Why what Amanda Gore talks about matters to your group!

When people's hearts and minds are engaged they are a lot more productive:

I once consulted to a pillow-making factory. After the Ash Wednesday fires, the owner offered to open the factory on a Saturday and donate the supplies if any of the staff wanted to donate their time. They made more pillows on that day than at any other time in the history of the company! Because they perceived that their work had purpose and meaning, they felt good about what they were doing; they were contributing to something worthwhile.

People are 43% more productive if they are engaged - Hay Group

When someone really understands they behave differently:

Consider this scenario from Stephen Covey's "7 Habits of Highly Effective People": a woman is sitting in a train. A man with 2 small children comes in. The children are going wild, running about and making a lot of noise. The woman annoyed that her peace is disturbed, perceives and judges the man as inconsiderate and selfish, not caring what impact his children have on other people. Accordingly, she looks disapprovingly at the children and glares at the man. A few moments later, a passenger, noticing this reaction, leans over to the woman and whispers, 'He has just come from the hospital where his wife died.' In a heartbeat, this previously angry woman is filled with compassion and starts to play with the children, she smiles at the man and talks gently to them. She feels differently and so behaves differently.

We don't realize how our mood affects everyone at work:

A boss bursts out of his office, his face red with anger; he storms across the office to the bathroom and slams the door behind him. Immediately, every person is on red alert. They have no idea what has happened but- they feel worried. For the next four hours, people are unfocused and productivity is appalling as everyone is wondering if they will have jobs tomorrow; if the company is in trouble - or worse, if they are in trouble. Finally, someone has the courage to ask him what is wrong. He, still angry, bursts forth with a tirade on the people repairing his Porsche car and how they are charging him \$800. For four hours, 20 people were in a state of dread based on the perception that something was seriously wrong - in a heartbeat they were stressed. When they heard his 'reality', they relaxed and started to work effectively again - right here, right now!

Employee engagement, collaboration and customer service is about feelings:

How we perceive and feel about our CEO and company determines what pride - and confidence - we have in the company. How we perceive and feel about our boss and vice versa is critical for employee engagement. How we perceive and feel about our colleagues impacts on collaborative teamwork and innovation. Positive perceptions of and feelings about our customers transform our relationships with them - and the companies' reputation. How people perceive and feel about change is based on how it is introduced to them.

Your performance is determined by your perceptions:

Perceptions really do matter. Your mood matters. How you see, hear and interpret the world around you determines your beliefs, attitude, level of engagement, performance and behavior. Your performance - at home and at work - is determined by your perceptions.

Feelings really matter at work:

We will do business with people we like (a feeling); we will do our best when we feel cared for and that someone is interested in our growth and development. When we feel good, we do our best work. Do your people feel their jobs are secure; do they love what they do, feel that their bosses care, excited about what they do because it makes a difference and that they are learning and developing?

It's time for your team to 'get connected'; to change their perceptions - and how they feel - by inviting Amanda Gore to speak at your event!

To book Amanda, see more testimonials or to view her latest topics please visit Amandagore.com



KEYNOTE TOPICS

All of Amanda's sessions are specifically tailored to meet the needs of her clients.

If you are looking for someone to energize, engage and create a great atmosphere at your event, look for someone who has studied group dynamics.

Group dynamics refers to the capacity to focus both on the content delivered, as well as the way in which it is delivered – the process.

It's the process that creates a memorable session that changes the nature of your conference or meeting.

Amanda's material is based on the latest science (including recently the 'new' science of stress - which has life changing consequences, epigenetics, emotional intelligence and neuroscience), her own corporate experience and her studies in physical therapy, psychology, ergonomics, group dynamics, neurolinguistics and business.

She uses storytelling, interaction and humor to convey messages that stick in people's minds for years and delivers practical, immediately implantable skills and tools.

If you would like to know if Amanda suits your needs please feel free to call 61 414 28 22 18 or email amanda@amandagore.com. If you prefer to see her in action please visit AmandaGoreTV on Youtube.

Many of her latest testimonials are on LinkedIn- and there are hundreds on her website - amandagore.com.

The Power of Joy – How Joy Changes Cultures and Performance

You were born with the capacity for joy! Science shows us that by the time you were 7, your pure 'operating system' of love and joy was infected with viruses, malware, apps and other people's programs! Joy at work boosts sales by 37%, increases productivity 31%, reduces errors 18%, burnout 125% and boosts chances of promotion 40%. Joy matters!

Your brain can be rewired for joy. This session teaches you how. It includes how to stop stress killing you; how to be resilient; how to be your best version; how to re-focus on what matters, and take responsibility for your choices and behaviour!

Everything in business is about feelings. Trust, empathy, confidence, cooperation, collaboration, leadership, responses to change - these are just some of the elements (feelings) that create a great culture and team.

This keynote is aimed at helping people feel good about themselves - which changes the way they interact with everyone else - colleagues, clients and family.

Amanda presents profound concepts, in an entertaining way that:

- Changes people's perceptions of themselves and others
- Engages and energises
- Gives them specific strategies to bust stress, lead more effectively, fear less, deal with change and collaborate effectively.

Amanda will cover the latest new sciences of stress, epigenetics, emotional intelligence and neuroscience - which will not only show you how to reduce the impact of stress, but also how to change your reactions to it permanently!

Did you know that what people believe about stress or stressful situations is the 15th biggest killer of humans in the USA? But it is potentially a source of great resilience, productivity, engagement and courage when handled correctly. It's time to get real about what is really causing our stress.

Neuroscience of Sales – How to develop a buyers mindset

People have not fundamentally changed for a thousand years but science has. The 'operating system' of a human is not binary based! It's more like quantum computing and runs on feelings. Learn new, neuroscience based practical skills and strategies to re-engage your sales force in a way that leaves everyone feeling recharged and resilient.

Using Amanda's signature experience creating, humour loaded yet fact filled style, people will walk away thinking differently about sales and how they interact with others.

Transforming sales results begins with transforming our thinking, perceptions, actions and choices. Knowing precise ways to interact with others to prove that we are competent, trustworthy and safe (a feeling) is required for top performance. Learn new, science-based ways to:

- Be resilient and keep yourself motivated and enthusiastic
- Develop a modern sales mindset
- See customers as partners in business
- Listen properly (hardly anyone does)
- Connect non verbally (instantly)
- Establish life long relationships (in a short time) that create advocates not just customers

The Joyful Team - How a Growth Mindset, Engages, Motivates and Changes Cultures

Did you know that science shows us 95-99% of the time we are literally UN-conscious of our thinking and beliefs? Only 5% of the time are we present and really aware of what is going on inside us! The stories we tell ourselves i.e. what we are thinking literally creates our life, performance and relationships. This session teaches how to change your thinking/story - which changes the life you create - at work and home!

The major disruptor to collaborative teams, joy filled workplaces and high performance sales and service is 'stinking thinkin' as Zig Ziglar used to say!

One energy sucker will bring the whole group down.

Beliefs, the *stories* we tell ourselves about ourselves, our colleagues, customers, bosses and the company determines our feelings and behaviour. Our beliefs control our nonverbal communication which affect all relationships. Our beliefs determine the culture we create around us and the unconscious choices we are making every moment.

It's time to remember we control our thinking and we choose to make conscious choices or not.

This session can change perceptions, relationships, personal accountability, enthusiasm, engagement, energy and culture. But wait - there's more! It can also help people adopt a more positive approach to change. While they laugh.



The Joy of Mindsets - 3 Must Have Skills for Change

You are not your mindset - but your mindset creates your life!

Understanding mindsets and mindfulness literally changes your brain and improves performance, leadership, decision making, creativity; reduces anxiety, stress, depression and reactivity; they increase energy, wellbeing and makes you happier. This session will show you simple ways to stop being mindless, be more present, more effective - and more joyful!

Being mindful is 'waking up' - about becoming more conscious - and living more consciously - which is one of Amanda's core themes. Most of us are running on habits and patterns of thinking from our past! We don't even know those patterns are subconsciously programming our present.

Think driving a car. How mindful were you in your first few lessons? Now, how often do you arrive home and you don't even know how you got there - yet you were driving the car! This is a common theme with anything we learn - we are mindful in the beginning and then we become mindless!

The difference between a growth mindset and a fixed one is the difference between a joyful life and a stressed, unhappy one; between a joyful team and a dysfunctional one; a great culture or a toxic one.

Here are 3 things you can do to be mindful not mindless.

1. Observe your thinking!
2. Question rather than assume!
3. Reframe and find gratitude.

This is one of the practical skills discussed - Observe your 'mind state' all day today - with the goal in mind of becoming aware every time you are mindless! Every time you are not present. Every time you are trapped in a pattern of thinking from the past that creates fear. Then STOP - OBSERVE - QUESTION to become mindful again. Be the one who is mindful of their mindset!

The Joy Formula - 7 Ways to Build Resilience and Restore Work Life Balance. It IS Possible!

As you may have read above, new research shows us what we believe about stress decides if our bodies react negatively or not.

Our perceptions rule our reality and in part, create our environment. How we think about life balance also determines the physiological and psychological impact.

The Joy Formula is a simple and easy way to review important aspects of our lives and become aware of imbalances that then allows us to make a plan to improve that balance - or at least, make us feel we have a sense of control over our lives!

'Busy-ness' is the new 'disease' impacting almost everyone. Rushing and having the perception (and reality) of 'too much to do' can destroy mental clarity and physical health. Constant social media comparisons and addictions don't help.

Understanding the 3 possible stress responses and channelling them in the right way changes everything! How we feel, how we respond to those events and how others in turn respond or react.

Amanda will discuss The Life Pizza which is a simple and easy way to review important aspects of our lives and become aware of imbalances in areas that are most important to us, and what areas we put most of our attention on - which then allows us to make a plan to improve that balance.

This is an engaging experience that sends people out of the room laughing and determined to balance their 'life pizza'!



ADDITIONAL TOPICS AND WORKSHOPS

Managing Change - Choosing Opportunity Over Fear

Change and stress go hand in hand. Participants will learn about how the brain actually can and does change (neuroplasticity); that adults can learn more quickly than children; and that our brains need change to stay vibrant and alert. This session will transform the way people perceive change. Instead of being a stressor - Amanda will demonstrate how change can be welcomed as an opportunity to grow and develop.

This is a fun session designed to:

- Address today's tough economic climate
- Put things in perspective and
- Have people refocus on what's important.

The Same But Different - Are Women Really from Venus?

Do you wonder if the opposite sex really does come from another planet?

Are you frustrated because you have no idea how your partner thinks and there is no logic to what they say or do?
Do you just wish they were just more like you?!

Amanda will show you how to bridge the communication gaps between men and women - without wanting to slap them!
Using science, experience and her mothers' wisdom, Amanda will give you strategies that work - and make you laugh!

The Neuroscience of Leadership - What Leaders Should Know about Feelings and Performance

Neuroscience is the scientific study of the nervous system, which doesn't sound relevant to leadership - but as leaders and team members are humans, our nervous systems control pretty much everything in our bodies, so linking the two is important!

A leaders job is three fold:

1. To create an environment in which people can be the best they can be (lined to the nervous system which affects performance, creativity, innovation and happiness)
2. To help people believe in themselves
3. To change people's behavior (and yes, neuroscience shows us it's possible)

We might think the nervous system is just the brain - but the heart and stomach have millions of 'brain' cells (neurons) in them - so you 'think' and feel with your heart and gut as well! All leadership - or sales or customer service or teamwork or culture - is based on feelings. How you feel about yourself...and how you make others feel.

This session blends latest findings in neuroscience, epigenetics, emotional intelligence, positive psychology and some common sense in a really funny way - we promise you will laugh! But wait, there's more, it is full of relevant information and skills that will help you be a better leader - whether that role is part of your title or not!

Amanda has a library full of topics - if you are after a specific topic, she will mix and match her thousands of 'chunks' of information to suit your company needs.

“Amanda is a wow of wows of speakers. She's enchanting, captivating, brilliantly funny, tenderly charming, heartfelt, genuine, sincere and poignantly authentic and yet she delivers a powerful message that we each want and need to hear. She's unforgettable with her innovative audience involvement techniques..that will give you skills to take home, tell others and start using immediately to better your life, your relationships, your future and finances.”

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