

ONE TEAM
THE FINEST
PERIENCE

arcourts



CHRIS HELDER

INTERNATIONAL KEYNOTE SPEAKER, STORY
TELLER & BEST SELLING AUTHOR





“Energy Is A Decision”

Chris Helder is the most sought after keynote speaker in Australia when it comes to mastering the power of mindsets, genuine communication and influence.

Chris Helder brings a next-level energy, humour and flair to the stage that combines education and entertainment but also delivers a radical mindset shift for your team that impacts productivity, performance and purpose.

Chris is known for his expertise in the areas of communication, leadership and influence but it's his ability to connect with an audience through humour and masterful storytelling, move them to rethink their own performance and possibility and inspire immediate action which makes Chris a favourite with industries as diverse as real estate, retail, pharmaceuticals, farmers, mortgage brokers, manufacturing, technology tradies and many more.

Chris is the author of several best-selling books, including *Re-Ignition*, *Useful Belief*, *The Ultimate Book of Influence* and *The Simple Shift*.





Why choose Chris?

Chris Helder takes all the risk out of booking a speaker.

He is a proven world-class speaker, who has presented more than 2500 times across the globe. His high energy, humour and value-adding performance will enhance any event that he is booked for.

He is an expert and leading authority on improving mental health, mindset shift and human connections in organisations.

If you're looking for a speaker under any of these headings then Chris is the one!

- Communication
- Change
- Empowerment
- Influencing with face to face connections
- Sales
- Motivation
- Mindfulness
- Mindset shift
- Wellbeing & Lifestyle
- Vision
- Purpose

Chris will craft his material to meet the needs of your audience and the outcomes that you are looking for from your event.



KEYNOTE TOPICS



RE-FRAME REVOLUTION:

How Useful Belief changes how you look at work and the customer experience

In this dynamic keynote presentation, emphasis is placed on delivering high energy, laughter, and entertainment while providing actionable takeaways for immediate implementation within the team's workplace. Divided into two main segments, the first focuses on cultivating a mindset centered on Useful Belief, challenging individuals to reframe challenging aspects of their professional lives and empowering them to seize opportunities with a positive outlook. The second segment addresses strategies for recognizing and adapting to different personality styles, enabling the audience to enhance their effectiveness in interpersonal interactions. Ultimately, attendees gain insights into self-awareness, understanding colleagues, and the significance of maintaining a constructive belief system when dealing with diverse personalities.

KEY TAKEAWAYS INCLUDE:

- Realising the power of re-framing through the Useful Belief technique
- Understanding how we can re-frame our perception of different personality styles
- Improve the customer experience through mindset and curiosity
- Increase resilience in the team

THE POWER OF CURIOSITY:

How to gain rapport quickly and the power of asking the right questions

This keynote presentation explores the potential for enhancing influence and improving customer relations through the application of the FORD technique (family, occupation, relax, dreams). By delving into what truly matters to customers, this approach aims to elevate the customer experience and bolster rapport. Moreover, the presentation delves into the nuances of body language, offering insights on how to establish quick rapport and interpret subtle cues that can significantly impact daily interactions.

KEY TAKEAWAYS INCLUDE:

- Gain rapport quickly by learning the art of matching body language
- Understand what drives your customer to increase results
- Learn to read simple body language cues to help navigate every interaction
- Know the body language 1%ers that change the customer experience

RE-IGNITION:

Total radical responsibility and the five steps to igniting the team

In this keynote presentation, Chris offers a dynamic and engaging approach to re-igniting teams during challenging times, outlining five crucial steps for success. Through compelling storytelling, humor, and high energy, Chris leads audiences through the process of acceptance, taking radical responsibility, gaining perspective, fostering engagement, and achieving clarity. He emphasizes the importance of moving past denial and blame, towards ownership and embracing change, while encouraging teams to shift from self-loathing to a positive outlook. By focusing on excellent customer engagement and breaking free from resigned attitudes, Chris empowers organizations to reignite their inner spark and thrive in the face of adversity.

KEY TAKEAWAYS INCLUDE:

- Immediately take charge of the situation you are in
- Take radical responsibility for your part in the adversities you face
- Gain perspective and clarity on the goal setting moving forward
- Re-discover the purpose of why you do what you do

CERTAINTY AND SIMPLICITY:

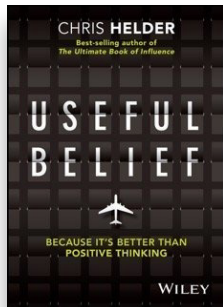
The art of reading the client and winning the business

In this session, Chris offers insights into the evolving landscape of effective selling amidst the complexities of modern society. While the fundamentals of selling remain unchanged, Chris adeptly navigates advanced selling methodologies, making them accessible and applicable for the team. Through a series of techniques, Chris facilitates mastering curiosity, establishing profound rapport, distinguishing from competitors, and effectively closing sales. By emphasizing the importance of understanding clients and securing business, Chris equips the team with valuable strategies for successful selling endeavors.

KEY TAKEAWAYS INCLUDE:

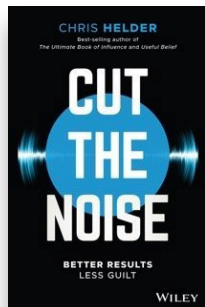
- Knowing the right questions to ask to increase the customer experience
- Understanding how to separate out from competition using “Equalise then Separate”
- Dealing with objections and the power of curiosity language
- Tools for winning the business

BOOKS



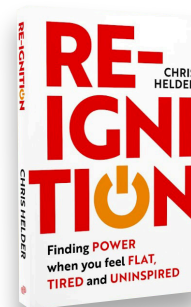
USEFUL BELIEF

"Useful Belief" by Chris Helder offers a transformative approach to motivation and performance by advocating for belief systems that support individual growth. As one of Australia's top-selling business books, it challenges conventional positivity narratives and encourages readers to adopt beliefs that empower action and lead to tangible results, providing practical strategies for immediate implementation and long-term success.



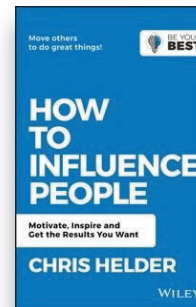
CUT THE NOISE: BETTER RESULTS, LESS GUILT

In this book, readers are guided to prioritize what truly matters and gain focus amid life's distractions, letting go of the pursuit of perfection to achieve better results. Through a blend of fable and personal experiences, it challenges readers to identify their purpose, release guilt, and reevaluate belief systems to lead more fulfilling lives with clarity and confidence.



RE-IGNITION: HOW TO GAIN POWER WHEN YOU FEEL FLAT, TIRED AND UNINSPIRED

In "Re-Ignition" Chris provides practical guidance and inspiring stories to help readers reignite their inner spark and reclaim their passion for life. Through a unique five-step process, readers can take charge of their circumstances, embrace adventure, and cultivate useful beliefs to pursue their dreams with renewed energy and enthusiasm.



THE ULTIMATE BOOK OF INFLUENCE: 10 TOOLS OF PERSUASION TO CONNECT, COMMUNICATE AND WIN IN BUSINESS

"The Ultimate Book of Influence" offers practical strategies to increase personal and professional influence, whether as a manager seeking direction, a leader refining skills, or a sales professional aiming to enhance performance. By understanding team dynamics, connecting with customers on a deeper level, and motivating staff, readers can achieve greater success and impact across industries while mastering essential sales techniques applicable to any field.

JUST SOME OF THE CLIENTS CHRIS HAS WORKED WITH



CONNECT WITH **CHRIS HELDER**

Email

chris@chrishelder.com.au

Web

chrishelder.com.au

