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## Paula Morand

Entrepreneur, Sales, Leadership and Communication Expert

*"Dream Big, Take Bold Action, Pursue Excellence, Defy Insecurities" – Paula Morand*



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**Language Spoken**

English

**Travel's From**

London, Ontario

## Speaker Biography:

Certified Speaking Professional (CSP) Keynote Speaker, Paula Morand is a multi-award-winning entrepreneur, author and philanthropist. She brings a vibrant energy, humor and wisdom to her leadership building, revenue boosting, strategy expanding keynote presentations to ignite individuals, organizations and communities to lead change, growth and impact.

For more than 25 years, Paula Morand has been known for a bold approach to leadership building, having worked with more than 25,000 clients in 19 countries, this former radio personality, author and award-winning entrepreneur will candidly reveal her proven sales acceleration tips, demonstrating how to be successful in the competitive corporate world. She is an 11-time award winning entrepreneur and captivates her audience by using humour and providing powerful and practical solutions that can be implemented immediately after her presentation. Morand is also recognized as one of the top 25 Leadership Experts to follow on Twitter and a regular contributor to numerous publications.

There are no canned speeches from Paula Morand! She does her research, she comes prepared and her audiences know that she understands what they are striving for. With a solid booking process, Morand and her team supply you with exactly what you need to market your event properly. Morand is an expert storyteller and she is hilarious. With a myriad of stories in her arsenal and her down to earth approach, audiences find her engaging, funny and impactful.

She knows how to Dream BIG and Be BOLD. Paula walks the talk and audiences trust her. Paula Morand has succeeded and failed, won and loss, laughed and cried but has always learned new ways of doing life and to find the hidden jewel for confident living.

## Topic Presentations

### **Paula Morand's Customized Keynote for your Event**

Paula's Dreaming Big & Being Bold presentations will challenge your audience to dream big, take bold action, pursue awesome and defy insecurities. She is known for her engaging, informed and inspiring keynotes. If you don't see a keynote here that speaks to you, grab a phone and let's chat! She is here to please, as the queen of customization to help make your next event an amazing, memorable experience.

### **Bold Courage: How Owning Your Awesome Changes Everything**

Bold courage is about shifting your perspective, discovering your possibilities, making the decision to take risks and learning to play a bigger game in life. With insights from her international best selling book, Paula Morand shares with high energy and humour what it means to own your awesome both as an individual and as an organization.

### **Bold Sales: Secrets of Super Achievers**

The truth told straight. The real deal on what it takes to be successful in the competitive world of sales. Paula candidly reveals her proven acceleration secrets for super sales achievers and demonstrates how to achieve powerful sales outcomes.

The first step is no more excuses! If you think product, territory, and the lowest price are all you need to be successful in sales, think again! In the end it is all about your relationships and how you manage them. Sales a bit of science mixed in with a bit of art and personality, but in the end the biggest secret and opportunity for success in sales is you! This is a big deal, once you realize that....it's a game changer. You become the unfair advantage in today's world of competitive sales.

Paula Morand dives right into the challenges of today's economy providing insight to success principles that have helped thousands of clients realize the sales growth they previously had only dreamt of. Her big energy and enthusiasm will captivate and engage your sales professionals. Her warm up and warm down approach makes it easy for others to relate to her and get them fired up for more!

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## **Bold Leadership: Leading the Shift**

The power of leading the shift from an 'I can't' attitude to a 'We will' attitude! Increasing budgets? No problem! Decreasing resources? Less is more! Impossible demands? Find a way! Conflicting people? You've got this! Paula Morand will teach leaders how to lead boldly to create a culture of improved personal growth, a more engaged culture and high performance team. Helping your leaders find ways to obtain extraordinary achievement with ordinary people.

## **Bold Communication: Bridging the Gap**

Imagine what you could accomplish for yourself and with your organization if you could figure out how to always say the right thing at the right time to the right person. Not possible you say? You might be right, perfection in communication is not always possible because of the human factor.

However, how you choose to relate and communicate your message will garner respect from others and directly impact your ability overcome barriers, sell products and services, work as a team, be productive, get excited, feel peace and carve a shorter path from point a to point B and allow you to own your awesome. Paula Morand will teach audience members the 4 Super Powers of Communication and by using her simple philosophy to transform any task and point it straight to success.

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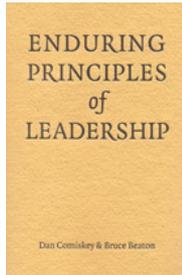
## **Paula Morand's Emcee - Dynamic, Funny and Keeps the Event Flowing**

When Paula Morand takes the stage as your Master of Ceremonies she is fun, energetic, articulate and organized. Book her and watch her set the right tone for your event from beginning to end. From conferences, to AGM's to celebrity events, Paula knows how to manage a crowd, can improv her way out of jam and keep your event schedule on track.

Did you know? Paula is also an accomplished stage manager, producer and director. From theatre, to event planning to broadcasting, Paula knows what she is doing and will get the job done with ease and with class.

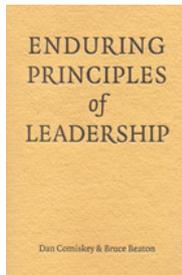


## Books



### **Bold Courage**

Bold Courage, the 11th book by entrepreneur, motivational speaker and rockstar mentor Paula Morand, is a passionate reminder that we all have within us the energy, time and skill to be a game-changer. Combining the author's riveting personal life story with her creative tool-kit for expansion of the self and spirit, it assures all of us that we can create lasting changes in our lives and be happy and satisfied without abandoning the essence of who we are. Bold Courage is a call to arms for individuals and organizations to re-engage the human spirit. It is about shifting perspective, discovering possibilities and learning to unleashing the potential of saying yes, taking risk and learning to play a bigger game in life. It is about developing a discipline for greatness in small tangible ways that build legacy and long lasting impact.



### **Bold Vision**

A Leader's Playbook for Managing Growth, the 15th book by entrepreneur, motivational speaker and rock star mentor Paula Morand, challenges the cultural popularity of the theory that growth is difficult. Instead, she believes that we are not wired to stay stuck in the status quo. We are always ready to change, to be innovative and to see our world in new ways. This book is a guide for leaders and entrepreneurs to get to that natural growth mindset. It answers the question that we must all inevitably ask: "Where do we go from here?" With fascinating real-life examples and a convincing mix of current research into business growth, she reminds us that the growth phase of our leadership and our business can be even more important than the attainment or start-up phase. There is more to gain and more to lose if we can't grow as we need to. Ultimately, to grow our leadership and grow our business, we must simultaneously grow ourselves.

## Testimonials

Paula's enthusiasm and zest for life is contagious. She was the lead speaker at a women in business retreat that I was fortunate enough to attend. She provided the group with insight, guidance, professional and personal development - and most of all, a passion for life. You have to check out one of her keynotes as soon as you can or talk to her for personal one-on-one coaching.

***Vanessa Pearson, CHRP President, Pearson People Consulting***

Paula delivers a high-energy Summit Experience about motivating people to climb their mountain with tools and tips to live, work and play the intentional way. She will captivate you from the moment she speaks with real-life examples and how no mountain is too difficult to overcome. She is personable to the 100th degree, knows her product and service offerings and genuinely cares about the individuals she comes into contact with.

***Candice Jeffrey Labour Market Specialist, NB Enterprise Network***

Paula is a dynamic and effective communicator who inspires you to 'dream big!' Her insight, transparency and humour combine in providing invaluable teaching and tools that can be applied to daily living. She engages her audience in a positive manner motivating them to greater levels of learning and life.

***Sandra Gill National Coordinator, Missions Canada***

Paula Morand is the consummate professional, always prepared to engage our people in learning new skills and ideas. Her speaking methods are focused on the adult learner and she is certainly interactive and builds relationship with the audience immediately when she takes the stage.

***F. Cartwright President, ECQ Technologies***

Paula delivers the needed wake-up-call. At times, we get so wrapped up in our daily lives and we're intent on moving forward with our business...but it's easy to lose sight of our purpose. Paula brings us back to reality with an awakening "ah ha" and helps us to make sense of it all so we can carry on to even more bigger and beautiful endeavours.

***Susan Regier President, Networking Today Franchise Inc.***

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