Robert Stevenson
ENTREPRENEUR • GLOBAL SPEAKER • AUTHOR

Expert at Building a High Performance Culture
Improving Efficiency & Accelerating Growth

Robert is one of the most widely sought after speakers in the world today as well as a best selling author. He has owned four companies and sold internationally in over 20 countries. Robert is a man who has lived his experiences, not just studied them and he incorporates his vast knowledge into each of his custom designed programs.

Robert has spoken to over 2,500 companies throughout the world and his research in the area of corporate and entrepreneurial success is extensive. He has interviewed over 10,000 employees, managers and senior executives in over 250 industries.

Over 2 million people have benefitted from his powerful, practical, compelling and thought provoking programs.

Best-selling author of How to Soar Like an Eagle in a World Full of Turkeys

"Robert’s presentation was absolutely amazing and nothing short of inspiring. He completely captured our audience with his high level of energy and his conviction.”
It’s All About Delivering Meaningful, Relevant, Solutions

With over 30 years of extensive corporate and entrepreneurial experience, Robert Stevenson understands what it takes to succeed. He teaches companies how to deal with risk, competition, and the ever-changing business environment.

Robert helps prepare companies for the 21st century. With a powerful blend of experience, research, case studies and competitor perspectives, Robert’s original insights help organizations, business leaders and associates understand how to unleash their future potential.

“Your dynamic message and overall aura were phenomenal.
You captured the audience’s attention immediately and
the standing ovation and audience engagement
were a testament to your lasting impression.”

Energy, power, content, and tangible solutions are all considerations in picking a speaker, but what determines whether a speaker hits a home run with your audience is much more than just those components.

A great speaker doesn’t just tell their story, they take the time and make the effort to understand YOUR story and unique needs.

What makes Robert Stevenson different from other business speakers … he isn’t locked in to one topic.

Robert leads his clients through a research process intended to identify the most relevant issues affecting their business and then designs a customized program specific to those findings. Once the interviews are done and his research is complete, Robert will be able to weave together a truly relevant, thought-provoking, energetic and humorous keynote that not only provides tangible, useable solutions for your audience, but he also sets the tone for your entire event.

To book Mr. Stevenson please contact the agent who sent you this information.
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<thead>
<tr>
<th>Fortune 1000 Companies Robert Stevenson Has Worked For</th>
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How to Soar Like An Eagle in a World Full of Turkeys

This BEST SELLING BOOK is a practical guide to becoming the extraordinary person everyone always wanted to be. Here are the winning strategies, techniques, methods and thoughts that will inspire, empower and motivate anyone toward a better future. This book will make the reader laugh, it will make the reader cry, but mostly it will make the reader think. How to Soar is one of the few books on the market that truly challenges individuals to improve themselves, challenges them to be better in relationships, better in business, better overall human beings. It is essential reading for anyone who seeks success.

Seminar on DVD: Beyond Excellence

This fast-paced team building and leadership training program is filled with advice on how to become an extraordinary person in business, and in life. Using real world examples, dozens of interesting slides, and powerful true stories, Robert Stevenson delivers a high-energy leadership-training program that can help anyone to achieve higher levels of excellence. He covers a broad spectrum of ideas, including team building, leadership training, management training, team skills, accountability, dealing with stress, handling change, how to criticize, the power of laughter, how to exceed expectations, balance, and much more. Whether just starting out in business, or a seasoned professional, this leadership training video seminar focuses on all the things one who is committed to soaring above the rest must do to truly soar above and beyond excellence. The program is divided into two parts. Part One runs 45 minutes and Part Two runs for 28 minutes.

52 Essential Habits For Success

52 Essential Habits For Success is designed to help you become a more talented, motivated, productive and successful individual. The problem with most self-help books is they burden down the reader with all the steps they must take, things they must do, lists they must write, and self-analysis they must ponder to help them become a better person. Even readers who have good intentions, find it extremely difficult to stick to the plan the author has laid out in the book. So, instead of mapping out a total plan of action you probably won't adhere to, Mr. Stevenson has designed a simple way for you to condition your mind with powerful success habits, that when used, will be the driving force behind your future success. He plans to instill 52 essential habits into your mind with no major studying, practicing, drilling or rehearsing. In fact, it will be done pretty effortlessly if you will follow his one simple set of instructions.

Pocketful of Tweets on Success

I have found that sometimes it just takes one quote, one thought, one phrase that will serve as a spark to get you on a path to success. I have also found in this fast paced world, people want all the clutter removed when it comes to getting the answer; people don't want a lot of commentary because they simply don't have the time. So, keeping those points in mind, I decided to write a Get-to-the-Point, Cut-to-the-Chase, Give-it-to-me-Fast book on practical principles that are short and to-the-point. I also decided to write each quote in the form of a Tweet (140 characters or less) so they could easily be shared via Twitter. These principles are sure ways to help you succeed in this ever-changing, highly competitive world we live in.
One feature that has pleased Mr. Stevenson's clients is his ability to adapt programs to meet their particular needs. This program needs to feel as if it is YOUR program, designed specifically for your group ... with appropriate content, humor, visual aids, and group participation; this is where he excels. We understand that preparation is the critical element required to insure the success of every presentation. Mr. Stevenson spends a considerable amount of time preparing for each program to insure it is tailored to meet your specific needs.

*Your investment includes all preparation and planning time.*

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<th></th>
<th>FEE Plus Expenses</th>
<th>FLAT FEE All Expenses Included Except Hotel Room</th>
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<tr>
<td>Up to 90 minute speech ............</td>
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<td>Seminar/Workshop Full Day ....</td>
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**Fee Plus Expenses Explanation:** Expenses include, but are not limited to portal-to-portal travel expenses ... air travel (upgradeable coach) from Tampa (FL) International Airport (or specified location), ground transportation, lodging (if required), meals, A/V equipment, seminar room fee, etc.

**Flat Fee Explanation:** All travel (air & ground) and food expenses are included in the fee. Mr. Stevenson's hotel room is to be paid by the client and should be billed to the client's master account. (This is for continental United States only)

* Effective Date January 1, 2014 *

For further information in regards to booking Mr. Stevenson please contact the person, agent or meeting planner who sent you this information:
What separates Robert Stevenson from other speakers is his ability to tailor his programs to meet the specific needs of his clients. It’s your program and you know your audience. Rather than select a standard program a speaker offers, why not assist Mr. Stevenson to design one that will be the most useful to your group?

**Yamaha Motor Corporation** - “I really appreciate how you researched our business in advance to tailor your materials to our needs. Your words and stories really … ‘hit home’ with our dealers.”

**Alabama Primary Healthcare Association** - “You took the time to understand our audience, the challenges they are facing, and the language they speak. You dug deep into the meat of our industry and put together timely insightful presentations that resonate with our audience.”

**Stiles Machinery** – “You should know that your two presentations rated the highest of the conference. This is no doubt due to the customization of your material as well as the content being filled with practical information.”

**Wolters Kluwer** - “I received countless accolades for hiring you. Your customization and understanding of our business were key.”

It always helps to have some thoughts, ideas, and topics identified to help clients to create THEIR own program. In the pages that follow, you will have program descriptions with different topics, overviews and objectives. Feel free to check off anything you feel would be helpful for him to cover in his program and he will see that it is included in your customized presentation.

The topics he covers will be extremely effective because you will have chosen those that will have the greatest impact on your group. If you have a theme in mind, that’s great; he will weave it in throughout his entire program with customized slides. If you don’t see a topic that is exactly what you want, he will be happy to discuss with you what it is you are looking to accomplish.

The final result is a presentation that is totally relevant to your organization. So, get out a red pen and go through the following program descriptions and check-off anything you feel would be helpful for your group.

Let’s get started.
DIFFERENT TITLES OF PROGRAMS
ROBERT STEVENSON HAS PRESENTED

ShowTime
Wow! Is Now!
Taking the Lead
Successful Selling
I’ve Got Your Back
The Sky’s the Limit
Unleashing Excellence
Spicing Up Your Sales
Communicate Solutions
Accepting the Challenge
How the Best Get Better
Your Recipe for Success
Driving Peak Performance
Building the Winning Hand
Maintaining Your Momentum
Essential Habits for Success
Knowledge Quest for Success
Riding a New Wave to Success
Mastering the Waves of Change
The Art of Making a Presentation
Great Soft Skills Lead to Success
Maintaining Maximum Momentum
Dealing with the Winds of Change
The Winds of Change are Howling
Moving Forward In Changing Times
Innovation is the Catalyst to Survival
Going from Ordinary to Extraordinary
Catching the Right Wave to Success
You’ve Got to Make Them Say Wow!
How to Become a Master Wave Rider
Sand to Pearl – Cultivating Excellence
Manufacturing at the Speed of Change
Achieving Success in a World of Change
Team Building – Changing “Me” into “We”
Embracing Change for Growth & Success
Creating “Want To” Rather Than “Have To”
Coping, Controlling, Capitalizing on Change
The Balancing Act of Great Customer Service
The Bridge Between Technology and Business
Excellence: The Ultimate Competitive Advantage
Obtainable – Sustainable – Maintainable - Growth
How to Soar Like an Eagle in A World Full of Turkeys
Wow Me ! Amaze Me ! Astonish Me ! … and I’ll Be Back
Making a Stronger Chain with Your Most Valuable Asset
If You Don’t Like Change You are Going to Hate Extinction
The Leadership Formula: It's a PROCESS ... not an EVENT
Time Management – Controlling Your Most Valuable Commodity
Re-Thinking, Re-Designing, Re-Directing Your Organization’s Future
Sustainable Growth - When A Powerful Corporate Culture Fuels Critical Core Competencies
DIFFERENT TITLES OF PROGRAMS
ROBERT STEVENSON HAS PRESENTED

 Execute
 The Road to Oz
 Mission Possible
 United We Stand
 The Balancing Act
 Raising the Stakes
 Beyond Excellence
 In for the Long Run
 The Sky’s the Limit
 Building of Success
 Going the Extra Mile
 Execution Excellence
 Rise to the Challenge
 Striving to Be the Best
 Soaring to New Heights
 It’s Race Day Every Day
 Taking Care of Business
 Making a Stronger Chain
 A Formula for Flying High
 World Class Performance
 The Power of Partnerships
 Building Toward the Future
 WIIFM – What’s In It For Me
 Essential Habits for Success
 Success is all About Choices
 Succeeding in Volatile Times
 Dealing With the Competition
 Where Do We Go From Here
 How to Ignite Your Workforce
 Turning Research Into Results
 Creating some Business Magic
 How to Succeed with Teamwork
 Leadership in a Changing World
 Striving for Tomorrow’s Success
 Creating Some Restaurant Magic
 How to Set Goals & Reach Them
 The Transformation of “Me” to “We”
 The Importance of the Extra Degree
 The Long and Winding Road to Success
 How Managers can Help their Employees
 Communicating Tactics Across Generations
 Tough Times Don’t Last – Tough Teams Do
 Building Long-Term Customer Relationships
 Seeking Excellence – Optimum Performance
 Creating Some *(Your Company Name)* Magic
 Innovation – The Relentless Pursuit of Excellence
 Bringing Out The Best at *(Your Company Name)*
 The Answers to Successful Selling are all 4 Letter Words
 Mastering the Waves in a Changing Economic Environment
 The Ability to Communicate is the Single Most Important Skill Determining Your Success in Life

He can build a program around …

✧ Theme of your meeting
✧ Issues you want addressed
✧ Corporate Culture
✧ Critical issues of the day
✧ Changes you want reinforced

It’s your meeting so let him make it YOUR PROGRAM
PEAK PERFORMANCE

Title:

*How the Best Get Better*

*or*

*How To Soar Like An Eagle In A World Full of Turkeys*

Overview:

"In life as in nature, today's peak will be tomorrow's foothill."  Anon.

This double-edged sword cuts to the core of performance, both business and personal performance. Mandates from management throughout the country all seem to be singing the same song: If we are going to remain successful and be players in the marketplace both now and in the future, we must constantly strive to learn more, improve our quality of service, increase customer satisfaction, increase market share and do it in less time with fewer people.

To keep elements for success effective, to facilitate individuals performing at their Optimum Level, it sometimes takes a catalyst of rare ingredients to first ignite the fire and then keep it blazing. This *Peak Performance* program was designed to be the catalyst to get things moving, and also teach techniques to keep it going.

Foundation:

► Peak performance is a way of work, not a mad dash to a single goal.
► Both innovation and motivation must be present to excel.
► Doing it the way you have always done it will not get you what you have always gotten. In today's highly competitive, ever-changing business environment, you can never become what you need to be by remaining what you are.

Participants will be able to:

► Renew past convictions
► Deal with handling and accepting change
► Identify optimum effort, from customer service to moping the floors
► Delve into revamping, removing, and limiting personal paradigms
► Utilize multiple ways to deal with stress
► Explain the most common trait of all successes
Overview:
Throughout the world, technological change and global competition continue on their relentless and disruptive path of uncertainty and volatility. Compounded by the current economic external threats of weakening consumer demand, growing unemployment, tight credit and collapsing housing markets, it is no surprise that many companies today are facing critical decisions on how to survive. Mr. Stevenson has designed this program to help companies, organizations and associations not only survive … but thrive in these types of conditions.

“Corporate Culture” is the fundamental character or spirit of an organization that influences the loyalty and general behavior of its employees. When you learn how to combine The Right Corporate Culture with The Right Core Competencies, your organization will begin to thrive.

Foundation:
Having employees fixing problems after-the-fact costs more and results in upset customers. Identifying potential opportunities for the organization creates the possibility for higher profits. Mr. Stevenson’s program will help to show you how to get all your employees to think like an owner, proactively recognizing problems and opportunities.

Participants will be able to:
- Identify core competencies for success
- Recognize the true values and beliefs of your organization
- Learn how to establish and maintain the Right Corporate Culture
- Eliminate hindering, unnecessary, and delaying policies and procedures
- Appreciate the foundation of an enterprise is based on those you serve
- Stimulate the sharing of more ideas, suggestions, and recommendations
- Understand how to create an environment that will encourage innovations
- See that the full measure of management is based on achievements not just setting goals
- Realize the importance of people being able to challenge the “Norm” without fear of reprisal
- Multiply the performance of the organization by putting to use the full talents of all employees
- Create a Culture of Responsibility where all employees take accountability for their tasks & duties
Title:

You've Got To Make Them Say WOW!
or
Wow Me! Amaze Me! Astonish Me! ... and I’ll Be Back

Overview:

"There is only one boss, the customer, and they can fire everybody in the company ... from the Chairman on down ... simply by spending their money somewhere else." (Sam Walton)

This program deals with dispelling the theory that the customer is always right. Whether it was selling a Dixie cup of lemon-aid on the sidewalk or closing a multimillion-dollar deal, anyone who has ever dealt with a customer knows the customer is not always right. Many times the customer is wrong, very wrong; however they are still the customer. This Customer Service program addresses how to keep customers spending their money at your organization without giving away the farm. By exploring not only in the initial sell, but also addressing how to improve repeat and referral business, this program will provide concrete examples of ways to improve your selling techniques. This program has been designed as an educational, interactive seminar for anyone who has customer contact, from Executives, Managers, and Supervisors to Hourly Personnel.

Foundation:

► Anyone who has customer contact is a sales person
► One dissatisfied customer can destroy months worth of positive work
► Never underestimate the power of word-of-mouth
► The customer is right only if it is right for the business

Participants will be able to:

► Identify the definition of Excellent Customer Service for your industry
► Understand the power of customer perception
► Consider alternative methods for improving customer satisfaction
► Recognize problem areas
► Accept and assign responsibility
► Empower your front line service people
► Address the needs and wants of your customers
► Prioritize activities to more effectively address those customer needs and wants
► Respond appropriately to customer complaints after reviewing customer feedback
► Allocate customer service resources more profitably
► Establish, implement and review Service Standards for better customer service
► Analyze strategies for Optimum Customer Service - Building the culture from within
Title:

Coping – Controlling – Capitalizing on Change
or
If You Don’t Like Change You are Going To Hate Extinction

Overview:

"When you're finished changing, you're finished." (Benjamin Franklin)

Change is a constant. You can either choose to embrace it or watch as your business disintegrates right before your eyes. Everyone is standing on shaky ground. Today's King of the Mountain could be tomorrow's case study on failure. Kmart, IBM, Kodak and American Express have all found out the power of change, from a position of power to a fight for survival. The ultimate cause for change is the customer. When a company increases the value offered to a customer by improving the product, enhancing service, or reducing price the competition must follow. The customer wants it better ... they want it easier to use ... they want it cheaper ... they want it now. Even now, in today's tenuous economy, it is the customer who is driving the ship. No matter what else is happening, it is the customer who is choosing when and where to spend. This program explores change ... the successes, the failures and the reasons behind both.

Foundation:

► Change is an inevitable part of life
► Before asking others to change, change yourself first
► By embracing the concept of change, one embraces the future

Participants will be able to:

► See change as an inevitable opportunity
► Examine personal beliefs about change
► Develop a positive attitude toward living in a constantly changing environment
► Understand that the idea receiving the most resistance is probably the best idea
► Capitalize on thinking 'outside the box'
► Deal with the ever-changing needs of the customer
► Teach the process of stimulating ideas
► Realize that change is never final nor always right
► Recognize the value and importance of change
Title:

The Answers to Successful Selling Are All Four Letter Words

Overview:

The art, discipline, techniques of selling have traveled many different paths over the centuries. Whether one is doing research or actually working in businesses it is obvious the path to selling effectively has gone from simple to highly sophisticated and back again. This program doesn't mean to oversimplify the process of selling something, but it will make it understandable and easy to implement by sticking to the basics. The program breaks down the Art and Science of Selling into a no-nonsense set of guidelines that will make even the most novice of salespeople a success.

Foundation:

► Selling is both an art and a science
► A good salesperson truly cares about their customer
► Successful sales arise from the feeling of responsibility to help the customer

Participants will be able to:

► Appreciate the power of being fully prepared
► Learn how to handle and overcome objections
► Ask better questions
► Listen what the customer is really saying
► Realize the importance or getting detailed information
► Close the sale
► Appreciate the importance of following up after the sale
► Understand and use the following successfully ...
  □ SHOW the customer ... DON'T TELL THEM
  □ FEEL what the customer FEELS
  □ LOOK to see how and if you can HELP
  □ HEAR what the customer HEARS
  □ MAKE CALL after CALL after CALL – the power of prospecting
  □ LEAD the customer
  □ SEEK to FIND out their situation
  □ WORK HARD
  □ LOVE what you are doing
  □ Get the customer to TALK
  □ GIVE MORE ... TAKE LESS
  □ CARE MORE
LEADERSHIP

Title:

The Leadership Formula: It's a PROCESS ... not an EVENT

Overview:

"The energy in a business radiates from its leaders and affects every aspect of the organization."

Anon.

The Leadership program focus is on practical, insightful and useful skills that help to make relationships work and companies prosper. Designed with the goal of helping companies thrive in today's marketplace, Mr. Stevenson identifies how to start, maintain, and deepen working relationships. This program starts with the nine elements of the Leadership Formula then delves even deeper into the philosophy of relationships. Mr. Stevenson addresses courage and challenge, confidence and commitment, compassion and communication, change, cooperation, and control.

Foundation:

► People not Procedures
► Action not Talk
► Want To not Made To
► Desired not Required
► Showing not Shouting
► Flexible not Fixed
► Listening not Telling
► Caring not Bottom Line

Participants will be able to:

► Open two-way channels of communication
► Establish rapport
► Develop respect
► Recognize effort
► Provide effective encouragement
► Deal with differing viewpoints
► Improve listening skills
► Encourage and solicit suggestions
► Master the skills to gain willing cooperation
Innovation is the Catalyst to Survival
or
Innovation - The Relentless Pursuit of Excellence

Overview:
Simple words like “Why” or “What if” can save a company if asked at the right time. Great leaders see challenges as an invitation for the group to test, justify, explain, and prove ideas. They welcome vigorous dialogue and debate. They see argument and disagreement as catalysts to better solutions. Unfortunately, some managers / bosses / CEOs / companies have instilled such an environment of fear that they seldom, if ever, have anyone question their ideas, policies, procedures, or methods. In an environment where the Top 10 In-Demand Jobs today did not exist in 2004 and the amount of technical information in the world is doubling every 2 years, innovation has become one of the critical functions of survival for companies today.

Great managers have no problem admitting a policy or procedure just doesn’t work anymore. They understand you cannot become what you need to be by remaining what you are. This program will teach your participants how to delve, inquire, forget the past, try a clean slate, rewrite the rulebook, involve other fields of expertise, look from a different angle, try to find a 2nd right answer, along with the importance of involving all departments and levels of experience. It will show them how to inspire, exchange ideas, share experiences, describe challenges, have a shared sense of purpose, and learn from each other. If you want to create an Innovative Environment where your people will understand the power and purpose of openly and candidly challenging the rules, understanding the genius of subtraction rather than addition, appreciate that the Hero is the one with ideas and how “not” to succumb to the destructive power of traditional mindsets … then this program is for you.

Foundations:
- To understand, How to INNOVATE, you first should identify, Why to Innovate
- You cannot become what you need to be by remaining what you are
- Challenging points of views keep companies healthy
- Healthy companies constantly reinforce the reasons why it is critical to keep improving

Participants will be able to:
- Learn how to get a unified commitment from their department / team
- Identify and understand the Essential Habits for Success for their company/industry
- See the importance of asking and answering the “What If’s”
- Get all employees involved in looking for ways to grow their business
- Look at their company through the “Eyes of Their Enemies” and identify weaknesses they might exploit
Overview:

For your company or organization to succeed in this highly competitive, ever changing environment you need to be certain you are running at peak performance. All resources must be utilized to full potential. When considering the resources of an organization, its most valuable asset is always its human resources. To be able to maximize results, you need to be able to maximize Operations, Preparations, Motivations, and Expectations. Mr. Stevenson has developed a program that addresses the many aspects of teamwork and how to make it function at its optimum potential.

Foundation:

► “I’ve Got Your Back” mentality creates a winning culture
► Cooperative teams are more productive
► Teamwork improves the organization
► How to foster at team mentality

Participants will be able to:

► Incorporate the attitude of watching out for each
► Change Reactive or Inactive to Proactive
► See that conflict can be productive
► Handle change as a unit
► Strengthen the weakest link
► Inspire individuals to accelerate the group
► Develop REAL communication...
► Listen with an unprejudiced mind
► Understand dialogue - what it is AND what it is not
**COMMUNICATION**

**Title:**

*The Ability to Communicate is the Single Most Important Skill Determining Your Success in Life*

**Overview:**

"...all too often talking is mistaken for communication..."  Savage

Communication is an interactive event between two or more individuals; a give and take of thoughts, wants, or needs. Communication is a skill that must be learned and practiced regularly in order to be successful at it. The Communication program was designed using proven and powerful communication techniques intended to call the audience to action, calling them to examine their own skills, and then calling them to actively practice improving those skills.

**Foundation:**

- Communication is a learned behavior that must be practiced
- Communication is more than the ability to form words
- Effective listening is the most important skill in communication
- Before a person will listen there must be rapport
- Rapport is built from trust
- Without confidence there can never be rapport or trust

**Participants will be able to:**

- Understand how to develop Trust, Confidence and Rapport
- Learn the 9 ways to transform their personal impact
- Develop Verbal, Vocal and Visual communication skills
- Enhance their "Likeability" and "Personality" factors
- Learn the effective use of humor
- Incorporate Neuro-Linguistic techniques
- Understand representational systems: Visual, Auditory and Kinesthetic
- Refine their listening skills
- Handle objections properly
STRATEGIC PLANNING

Title:

Riding A New Wave To Success
or
Re-Thinking, Re-Designing, Re-Directing
Your Organization's Future

Overview:

Mr. Stevenson has developed this program to facilitate the Strategic Planning process. This program enables the organization to get a handle on what it is doing right, where it can improve, and what must be done to reach the goals being set. Some of the greatest experts on any business are a firm's own people. Utilizing various aspects of dynamic interaction, Mr. Stevenson will take full advantage of the brainpower sitting in the room. With Robert as the catalyst driving the audience, everyone will get involved and in no time be combining their collective brilliance to accomplish far more than previously thought possible. At the end of the program there will be a detailed account of what is going right, and what needs improvement. Additionally the group will produce a prioritized strategic action plan intended to improve the organization and better prepare it for today's highly competitive and ever changing environment. This seminar will prove to be one of the best allocations of corporate resources ever authorized.

Foundations:

► Human resources are a company's most valuable asset
► Collective problem identification can be very productive
► Empowering employees results in more energized ideas
► Involving your people in the problem solving process is the most efficient way to produce multiple workable solutions
► An established Focused Action Plan aligns the organization towards common goals

Participants will be able to:

► Establish open, candid communication between team members
► Have all team members addressing critical issues
► Understand that each issue will result in written responses from each team
► Share written responses with the entire audience
► Get everyone involved, making it fun while creating a contagious level of high energy
► Empower individuals to take action
► Understand that with each new issue there will be... more interaction, new responses and a new team member addressing the audience
Time Management

Title:

Controlling Your Most Valuable Commodity

Overview:

"Time is the epitome of a non-renewal resource, once past, it can never be recaptured." (Anon)

Understanding that time is an organization's most valuable commodity is the first step, the easy part. Learning how to use this valuable commodity judiciously, with the reverence it deserves, is the hard part.

Effective time management is actively making things happen that will advance you toward your goal, rather than just letting things happen. No matter how efficient an individual or an organization is, productivity will increase exponentially with efficient use of time.

"...time is what we want most, but alas, we use worst..." (William Penn)

Foundation:

► Wise resource management
► Simple principles - huge results
► Self discipline and an atmosphere of support
► Balance is key

Participants will be able to:

► Understand the necessity of a commitment being made for effective time management
► Identify self-imposed Time Wasters
► Identify system-imposed Time Wasters
► Utilize the four basic steps of effective time management
► Determine more precisely where your time is going
► Find out how much of the day is really free and uncommitted
► Implement effective Immediate, Intermediate and Long Range goals
► Determine the unifying principles of both your business and personal life
► Explain how to Analyze, Prioritize, Implement & Evaluate
Goals

Title:

Establishing SMART Goals, Objectives & Direction

Specific, Measurable, Attainable, Realistic, Timely

Overview:

“If you don’t know where you are going, how will you know when you got there?”

It is one thing to want something to happen but it is quite a different thing to actually set goals and then know how to make them happen. It takes goals, plans and action to accomplish anything. A dream without a deadline won’t become a reality. This program is designed to show you not only how to decide on what goals you need to set but also how to design a program to where you will be able to reach them.

WHO YOU ARE TOMORROW IS A DIRECT RESULT OF WHAT YOU DO TODAY
WHEN YOU COMMIT TO BEING DISCIPLINED YOU CAN PREPARE FOR BEING SUCCESSFUL

Foundation:

► All goals must be Specific, Measurable, Attainable, Realistic, and Timely
► People with goals make more money and are more successful than people without goals
► Successful people have structure and plans
► Goals can change – not having them can’t

Participants will be able to:

► Understand the importance and power of establishing goals
► Appreciate the power and significance of creating deadlines
► Identify the skills and knowledge necessary to obtain their goals
► Develop a plan of action
► Appreciate that failure is part of the process
► Recognize where they are and where they need to be going
► See how the establishment of goals along with a plan of action makes things happen
► Value the importance of balance and incorporate it into their daily lives

Nothing can go according to plan … if you have no plan.
Also available are pdf. flyers to announce the program to your participants.

Here are two examples
New Program by Robert Stevenson

Sustainable Growth

When A Powerful Corporate Culture Fuels Critical Core Competencies

For the last two decades Mr. Stevenson has worked with over 2,500 companies/organizations in over 250 different industries. He has also interviewed over 10,000 employees, managers and senior executives. The knowledge he has gained from working with these companies has given him an incredible insight as to what it takes to create the RIGHT corporate culture.
**PROGRAM OVERVIEW:**

Throughout the world, technological change and global competition continue on their relentless and disruptive path of uncertainty and volatility. Compounded by the current economic external threats of weakening consumer demand, growing unemployment, tight credit and collapsing housing markets, it is no surprise that many companies today are facing critical decisions on how to survive. Mr. Stevenson has designed this program to help companies, organizations and associations not only survive ... but thrive in these types of conditions.

“Corporate Culture” is the fundamental character or spirit of an organization that influences the loyalty and general behavior of its employees. When you learn how to combine *The Right Corporate Culture* with *The Right Core Competencies*, your organization will begin to thrive.

**FOUNDATION:**

Having employees fixing problems after-the-fact costs more and results in upset customers. Identifying potential opportunities for the organization creates the possibility for higher profits. Mr. Stevenson’s program will help to show you how to get all your employees to think like an owner, proactively recognizing problems and opportunities.

**PARTICIPANTS WILL BE ABLE TO:**

- Identify core competencies for success
- Recognize the true values and beliefs of your organization
- Learn how to establish and maintain the *Right Corporate Culture*
- Eliminate hindering, unnecessary, and delaying policies and procedures
- Appreciate the foundation of an enterprise is based on those you serve
- Stimulate the sharing of more ideas, suggestions, and recommendations
- Understand how to create an environment that will encourage innovations
- See that the full measure of management is based on achievements not just setting goals
- Realize the importance of people being able to challenge the “Norm” without fear of reprisal
- Multiply the performance of the organization by putting to use the full talents of all employees
- Create a *Culture of Responsibility* where all employees take accountability for their tasks & duties
New Program by Robert Stevenson

52

ESSENTIAL HABITS FOR SUCCESS

Mr. Stevenson has taken his highly successful book and made a 60 – 90 minute program perfect for any organization striving to improve in all aspects of what they do.
52 Essential Habits For Success

Program Overview:

Why is it that some people succeed while others fail? That answer seems to elude most people. With over two decades of research having interviewed over 10,000 employees, managers and senior executives in over 250 different industries, Mr. Stevenson has amassed an enormous data base on the subject of SUCCESS. Combine that research with countless hours of listening to some of the greatest trainers of this century, reading innumerable books, magazines, newspapers and periodicals and preparing over 2,500 speeches customized for his clients specific needs ... he has been able to compile what he feels are the Fifty-Two Essential Habits For Success. These are habits he has learned from some of the most successful people who have ever lived.

More importantly, Mr. Stevenson has designed a study method so “simple” that he will be able to show your attendees how to master all the habits and make them a part of their daily life. A method that will only take a couple of minutes a day. The beauty of his study method is in its simplicity. If your goal is to make your company and people more successful than this program is a must for you.

The brilliance in the program he has designed is how it will not only help individuals become more talented, motivated, productive, and successful but how it will help companies do the same.

Program Foundation:

► Bad habits are the core causes of failure
► The subconscious mind works 30,000 faster than the conscious mind and you can tap that power
► 40% of the actions people perform each day aren't from decisions, they are from habits
► Self-awareness, self-vigilance, and self-discipline are necessary to break bad habits
► Having good habits will reduce errors, complications, stress, and unnecessary costs
► Good habits increase effectiveness, profitability, efficiencies, and productivity
► Focus on developing one good habit at a time

Participants will be able to:

► Identify bad habits that damage them personally - their reputation, their work and their career
► Understand how to replace bad habits (poor acquired behavior patterns) with good ones
► Identify the benefits of good habits and help them commit to them
► Appreciate they can improve their habits all by themselves
► Understand the importance of sharing good habits with associates
► Recognize good habits …
  reduces uncertainty
  creates a culture of excellence
  helps standardize proper procedures
  generate feelings of happiness and security
  require less thought and energy allowing the mind to work on other tasks
► Understand how to acquire 52 powerful success habits
Testimonials for Robert Stevenson

**Prudential Life Insurance**

“Thank you for your presentation at last night’s Pru MDRT Event. **You captured the audience’s attention immediately** and consistently maintained their interest throughout your presentation. You connected with the entire audience - new agents to veteran agents; Home Office and Field associates, Management and Non-management, International and US. **Your presentation was definitely the highlight of the evening.** Your dynamic message and overall aura were phenomenal. **The standing ovation and audience engagement were a testament to your lasting impression.** It was a pleasure meeting with you. I hope our paths cross again in the future. On behalf of myself, the team, and our attendees - thanks again.”

**American Express - Tax & Business Services**

“You hit home on all fronts - service, stress, team building, dealing with change, communication and leadership. You truly got us pumped up. I thank you for a truly inspiring and rewarding experience. **The best part of all, you made me a hero.**”

**Georgia Power - A Southern Company**

“You were the hit with our conference participants as evidenced by the enclosed evaluations. **I have nothing but glowing remarks about how motivational you were.** People were truly impressed that you included so much information about our company in your presentation. Thank you for the outstanding job.”

**BlueCross BlueShield of Tennessee**

“I can't thank you enough for recommending Robert Stevenson to us. **He was an incredible closing speaker for our Winter Marketing Conference.** Rob has tremendous talent to convey his message through humor, emotion, and stories that we all will remember for some time to come. Our attendees left the conference motivated to tackle the new sales year and the challenges before them.”

**RadioShack**

“Mr. Stevenson was a fabulous hit. His message was complete, easy to follow, humorous when it needed to be, and hard-hitting when that was necessary. **He is THE BEST speaker we have ever engaged** and one we will definitely want to work with in the future.”

**RIA - Restoration Industry Association**

“As expected, the audience loved you...The evaluations were excellent, and there wasn’t one miss in the whole batch. **Your keynote address was a slam-dunk, ace-in-hole winner.**”
Testimonials for Robert Stevenson

**Yamaha Motor Corporation**

“I want to take this opportunity to thank you for delivering such an inspiring message to our dealers. **Your enthusiasm and humor really resonated with the audience.** I really appreciate how you researched our business in advance to tailor your materials to our needs. Your words and stories really ‘hit home’ with our dealers. Thanks for making our keynote presentation special.”

**American Sports Builders Association**

“THANK YOU! **Your presentation was an overwhelming success.** I can’t begin to tell you how many positive comments we received on your session. I will certainly recommend you to all my colleagues and look forward to working with you again.”

**Wayne Farms**

“Your comments hit the target’s bulls-eye in motivation, inspiring and challenging us to the future. **Sustainability was the perfect segue into our Friday session. We have heard numerous fantastic comments regarding your keynote address.** Our senior management team was most impressed with the way you tied our key meeting message threads into your presentation. You are obviously very gifted in your profession.”

**EZ Solutions**

“Thank you for speaking at Technology Marketing Boot Camp; they always put together a cast of amazing speakers. **I wanted you to know that your presentation was by far the most impactful on my business and me personally.** Lots of speakers make you feel good, entertain you but give you very few things that you can take back to the office and implement. But not you! **Your book, 52 Essential Habits for Success ‘program’ has been great.** I have tried other things to inspire and develop my people but none of those ideas have taken hold the way this has. They are having so much fun. Thanks for giving me the plan. In your program the idea that hit me hardest of all your ideas was “It’s Show Time”. Last night I gave a pep-talk and used your story with the visual of Goofy walking down the hall; it had a big impact on them. **Thanks for your inspiration, stories and mostly for the action items that I am using to make my business better!**”

**Refrigerated Foods Association**

“Your presentation was an absolute home run with our attendees. **I really enjoyed how you researched our industry and incorporated your findings into your presentation to make it relevant to our membership.** I have received nothing but great feedback and I really appreciate all your efforts. **Your energy, sense of humor, and business intellect combined for a fun-filled, very educational experience for our attendees.”
Testimonials for Robert Stevenson

PRODUCE ALLIANCE
“Rob was phenomenal. He hit the ball out of the park. He did not meet our expectations, he exceeded them. Everyone in our company is talking about how wonderful a speaker he was and if he can come back again.”

IOWA INDEPENDENT BANKERS
“You received the highest marks of all our speakers who gave presentations at our three day conference. When asked what they liked best about any one aspect of the convention – numerous people listed you as their top choice. Our convention attendees were absolutely delighted with you.”

BOSTIK
“I have now received feedback from all the participants and the response has been 100% favorable. Your energy, business insight, and sense of humor all came through in a very positive way. However, I was most impressed by the clarity and purpose of your message and how skillfully you tied it into the presentations and messages that preceded you...Right now, Rob Stevenson is as good as (any speaker) I have seen.”

LINBECK CONSTRUCTION CORPORATION
“We want to thank you for the two outstanding powerful presentations you made as part of our annual meetings in Boston and Houston. You successfully interpreted the focus of our organization and presented an insightful and compelling program focused on the importance of growth and execution. No one else that I know of could have presented the message better with such energy and depth of experience. The motivating and challenging interaction with our audience was an exceptional encounter and one that won't be easily forgotten. We enthusiastically recommend you to any organization that has an interest in an outside speaker. Your professional talent was a huge asset to the success of our annual meeting.”

DEPARTMENT OF TOURISM – STATE OF FLORIDA
“It was a true pleasure having you speak at our closing of the Governor’s Conference on Tourism. Our attendees enjoyed your presentation tremendously … a standing ovation speaks for itself! It is always a challenge to find a top notch speaker for our industry that can entertain and inform 1000 attendees. You were great and we have received wonderful feedback.”
Testimonials for Robert Stevenson

**Prudential Tropical Realty**
“I am so glad that you were available for our Company-wide gathering. The meeting was a BIG success with over 500 of our people and associate vendors in attendance. I got lots of feedback on your program with comments such as – “he was right on with what is going on with us”, “he was great”, “he did all the things a good speaker does, but better”, etc., etc. I believe the one phone message I got said it all and I wish you could hear it to hear the inflection to get the feel for just how good this person thought you were. I’ve tried to do that through manipulating the words. Hope it helps. The words were: **Absolutely, positively terrific. He was awesome! You couldn’t have gotten a better speaker. Kudos.”** Thanks again for helping make our meeting such a huge success.”

**Forward Air**
“I just wanted to say thank you for bringing our people together with the group activities that you built into your presentation. Your message was profound. It’s pumped everyone up and they’re ready for the PROUD year ahead. What a great presentation! People have been talking about your influential messages. As a matter of fact, I’ve already received replies to emails that say **“I Got This!”** So your message is catching on. **You did an awesome job putting it all together. Our Senior VP of Sales was thrilled with your presentation** – wearing a big smile from start to finish. **You nailed it** and stamped PROUD all over it! Thanks a million!”

**Day & Zimmerman – Government Services**
“Thank you! We ended the conference on a high note. I could not have been happier. Your energy, knowledge, humor and rapid-fire delivery galvanized the group. Many of the participants are still talking about you, the seeds you planted and what they will do with their teams. Metaphorically, we served the best wine at the end of the party. **Your performance and delivery were truly exceptional.”**

**Stiles Machinery**
“We are very pleased with the input from the evaluations and the high ratings which you and other presenters (15 speakers) received. You should know that your two presentations rated the highest of the conference. This is no doubt due to the customization of your material as well as the content being filled with practical information that will influence us as we embrace change. **Your humor was most refreshing** and was timed to assist with keeping your audience engaged. Thank you again for all of the time and effort you devoted to this Executive Briefing Conference and for making it a success.”
Testimonials for Robert Stevenson

Delaval Inc.
“Robert, thank you for joining us during our event today. As you could tell by the response from the audience (STANDING OVATION) your presentation was a BIG success. I had several of our dealers coming back to me after the conference telling me how much they enjoyed your presentation and could relate to your message. I very much appreciated how you tailored parts of your presentation to our convention theme which made it even more valuable in the context of our whole meeting. GREAT JOB!”

Windsor Foods
“I would like to take this opportunity to thank you for speaking at our 4th annual Supplier Summit. You had the crowd at the end of their seats and the 90 minute speech seemed like it was over much too quickly. It is 2 days later and I am still receiving notes from attendees raving about your message and asking, “How did he tailor his speech to the Windsor Foods Summit Theme?” I just can’t thank you enough – the entire day went perfectly and as our last speaker of the day you definitely stole the show!”

American Rental Association
“Rob, I just received the evaluation results from our annual Rental Show and as you will see from the scores and comments, you did an outstanding job. Your actual rating by the attendees was terrific – 4.96. Some of the comments you received were …’Best speaker I have heard in years’ … ‘Amazing energy, stories and knowledge!’ … “He reached the audience in a great way’ … ‘Most engaging speaker I have seen in a long time – a tough act to follow’ …’Love this guy! One of the most prepared relevant speakers I’ve ever listened to.’ Thank you for doing such a great job.”
Testimonials for Robert Stevenson

**JIB MANAGEMENT, INC. (JACK-IN-THE-BOX)**
“A standing ovation sums up how we all felt about your program at our annual conference in Hawaii. You were great and we all enjoyed your presentation and passion you brought in; we all still talking about common sense which is not so common. The great thing is we all learned something. Thank you very much.”

**MOBILE INSTRUMENT**
“I want to thank you for your wonderful ‘Spot on’ presentation at our national meeting. Your material was very relevant to our business and you had everyone’s full attention for 2 hours. Many of our representatives made unsolicited comments about how much they learned from you and how much content hit home with them. I also wanted to tell you how much I appreciated all the time you took customizing your program to help make our meeting a great success.”

**LEADER FURNITURE**
“Thank you so much for the great presentation last night. I was a little skeptical on how much you would customize the program to make your points reflect our actual business and I have to tell you, I was blown away at times. There is a great buzz of energy as a result of your program. Even though ‘Showtime’ is something I talk about regularly, it has never sunk in like it has after the team heard you speak.”

**CAROLINA TRACTOR**
“Thank you so much Robert for being part of our kick-off meeting. Your presentation was fantastic, your message was terrific and a tremendous complement to the overall program. We were so pleased with having you with us. Here it is several days later and people at the office are still talking about your program.”
Testimonials for Robert Stevenson

**TECHDATA – CANADA**
Thanks again for the presentation last week during our TechSelect conference. **You were awesome.** Your presentation was **tailored to our audience in a way that I’ve never seen in a presentation before.** Your customized presentation clearly showed that you knew our audience and the information technology market. The members of our program walked away with new information and were motivated to make their business better and more efficient. One of the best presentations and one of the best speakers I’ve ever seen. Thank you Rob!

**FURNITURE FIRST**
I want to thank you for your wonderful presentation last week. We have received nothing but great comments about your program. We were so pleased with your presentation. **Our attendees talked about your program throughout the entire event.** All the materials you sent me after the program to reinforce your message will work just great. We are so please we chose you as our opening speaker. Your message was valuable to everyone in attendance and can simply be best described as DYNAMIC.

**GEMMA POWER SYSTEMS, LLC**
To anyone thinking about booking Robert Stevenson, you will find working with him a great experience. He is easy to do business with but more importantly he is a **fabulous strategically focused speaker** that will tailor his program to your company and industry.

**CLOTHES MENOTR**
Thanks Rob! **We had wonderful feedback on you presentation!** So much energy and a ton of laughs! And thank you for sending us the extra materials after your program; I know our franchisees will love them and put them to good use. Thanks for being a part of our conference!

**MANAGEMENT RECRUITERS**
Your presentation at our conference was tremendous. You captured the whole audience’s attention with your great analogies, which was surprising for having an audience of over 300 in attendance. You had us thinking, laughing, and crying all at the same time. You caused everyone to feel the meeting was very worthwhile. Thanks for studying our recruiting industry and relating life’s challenges to it. You are a true professional with a gift for conveying a great message. I look forward to the next time we have the opportunity to work together.
Testimonials for Robert Stevenson

THE NATIONAL SOCIETY OF LEADERSHIP AND SUCCESS
“We truly appreciate your efforts in delivering an outstanding presentation for our broadcast from Texas A&M University Commerce. Here are just a few of the comments we received after your program on Facebook, Twitter and via email from our chapter leaders: ✤ I just drank from a fire hose of knowledge. I have gained so much tonight. ✤ I felt was the most charismatic and inspiring speaker so far. I loved his PowerPoint presentation. He was humorous as well as being very dynamic. He was relatable and I thoroughly enjoyed his entire presentation. ✤ Mr. Stevenson was engaging and entertaining along with providing a powerful message. He gave great examples from his life experiences and his side presentation clearly illustrated his points. The students left feeling like they were ready to get actively involve and make a difference in their spheres of influence. ✤ Everyone was blown away with Robert Stevenson – loved his energy, funny, made good points. Students were taking a lot of notes. Robert, we were thrilled to have you as part of our broadcast speaker series.”

FEDEx - GLOBAL LEADERSHIP INSTITUTE – 1ST PROGRAM
"Robert Stevenson’s presentation was absolutely amazing and nothing short of inspiring. He completely captured our audience with his high level of energy, his conviction, and the undeniable truth of his message. Robert did his homework and we appreciate all the preparation. It made the presentation feel like it was custom designed for our specific industry. We have had many speakers, but never any like Robert! Attached are the survey results from the two FedEx Leadership Live! sessions- they loved him and want more. We look forward to having him come back again in the future."

FEDEx - GLOBAL LEADERSHIP INSTITUTE – 2ND PROGRAM
Wow – you certainly did it again! Your survey results were fabulous. Here is just a sampling of the countless write-in comments we received.
✤ Very riveting presentation; simple, profound and easy to grasp.  ✤ This presentation should be mandatory for all management levels. ✤ Mr. Stevenson was high energy, engaging, the right balance of facts and fun, clear message … coworker commented to me he hated to see it end!!! What a compliment! All employees can benefit from his message. ✤ He brought to life new concepts and encouraged sharing your ideas regardless of how long you have been with the company. His presentation was stimulating, informative and fun. ✤ He is a wealth of knowledge and very pertinent to our business. This should be a mandatory event. ✤ Great analogies. His examples and energy were phenomenal. ✤ I feel this message was an absolute WINNER! Robert, thank you so much for making us look great!
Robert Stevenson  Specific Industry Experience

A
Adhesives Manufacturers
Aerospace
Airlines Transportation
Air Courier Services
Air & Expedited Freight
Amusement Parks
Armature Manufacturers
Appliance Manufacturers
Asphalt Paving Contractors
Audio/Video
  Production & Distribution
Automobiles Sales / Leasing
Auto Clubs

B
Bakery Equipment
Banking
  Consumer
  Commercial
  Brokerage
  Administration
  Trust Dept.
Bearing Manufacturers
Beauty Salon Owners
Beauty Supplies
  Manufacturers
  Distributors
  Retailers
Beer Mfg. & Distribution
Billiards
Building Industry:
  Commercial
  Residential
  Remodeling
Business & Educational Radio

C
Cable Television
Cargo/Freight
Carwash Manufacturers
City Government
Civic Associations / Groups
Coffee Supplies
Collegiate
  Fund Raising
  Athletic Directors
  Alumni Assn.’s
Computer:
  Hardware
  Software
  Mgt. Information Services
  User Conferences
Concrete Sawing & Drilling
Consulting Firms
CPA's
Credit Services
Credit Unions
Cruise Lines

D - E
Document Management
Electrical Contractors
Education
Educational Facility Planners
Elevator & Escalator Mfg.
Electrical Power Companies
Emergency Services
Environmental
Equine Industry
Eye Glasses Mfg. & Sales

F
Farm Bureaus
Fast Food Franchises
Fence Mfg. & Distribution
Fertilizer
Film Manufacturing
Financial Consulting
Financial Management
  Information Services
Flexographic Pre-Pres Plates
Fluoropolymer Technology
Fluid Power
Food Serve Purchasing
  Specialty Foods

G - H
Gasket Fabricators
Gas & Convenience Stores
Government Services Admin.
Government Housing
Hair Care Supplies
  Manufacturers
  Distributors
  Retailers
Healthcare
Home Builders
Home Siding & Gutters
Hospital Administration
Hose & Accessories
  Manufacturers
  Distributors
Hotel
Horticultural Supplies
Robert Stevenson  Specific Industry Experience

I - K
Ice Mfg. & Distribution
Incentive Travel
Insurance
Medical
Life
Health
Insulation Contractors
Internal Auditors

J - L
Jewelry Stores
Laminating Materials
Legal / Law Offices
Linen Services
Lumber Distribution

M - N
Management
Consulting
Recruiting
Manufacturing Technology
Marketing
Mayors
Mechanical Contractors
Medical Implants
Medical Supplies Distribution
Meeting Planners
Mergers & Acquisitions
Messenger Courier Services
Metal Fabricators
Modular Building Mfg.’s
Mortgage Bankers
Moving & Storage
Multi-Level Marketing
Music
Network Marketing

O - P
Optical Laboratories
Parcel Services
Payroll Services
Pizza Franchises
Petroleum Marketers
Pet Products
Physician/Medical Offices
Plumbing Supplies
Poultry
Professional Meeting Planners

R - S
Real Estate
Commercial
Residential
Property Management
Development
Refrigeration Services
Reinsurance
Rental Cars
Resort Management
Restaurant Management
Restaurant Supplies
Retail Stores:
Department Stores
Furniture
Consumer Electronics
Music
Roofing Supplies

S - T
Safety Equipment Mfg.’s & Distributors
Sales
Companies
Organizations
School Bus Manufacturers
School Supplies
Screen Printing
Sealant Manufacturers
Security Equipment
Mfg.’s
Distribution
Installation
Security Management
Sign Manufacturers
Software Designers / Consultants
Spa & Pool Assn.
Staffing / Staff Leasing
Telecommunications
Title Insurance
Tool Supplies
Toy Mfg. & Distribution
Transportation
Tree Care
Truss Mfg. & Distribution

U - Z
University Alumni Assn.’s
U.S. Government
Vacuum Cleaner Mfg.’s Assn.
Wood Component Mfg.
Wall Covering Distribution
Window Mfg. & Distribution
Women in Construction
Find out why these companies, and over 2,500 more in 250 different industries, continue to rely on Mr. Stevenson to share his fresh, unique perspective on businesses’ most crucial issues.
Robert Stevenson is one of the most widely sought after public speakers in the world today along with being a best selling author. Having owned several companies, established and maintained hundreds of international accounts, and maintained a worldwide sales force, Mr. Stevenson is a man who has been there. Your people will be hearing from a man who not only knows what to do, he has done it. He has not just studied business and what makes companies and people successful, he has made it happen. Robert has held positions from Salesman to Chief Executive Officer; in short, he is the total package and he incorporates his vast knowledge into each of his custom designed programs.

Successful companies must know how to deal with the ever-changing business climate, rising above the competition by minimizing risks, while making the most of any opportunity. With over 30 years of extensive corporate and entrepreneurial experience, Robert Stevenson understands what it takes to succeed. He is a man who knows how to deal with the risks, competition, and the ever-changing business arena. Robert has spoken to over 2,500 companies throughout the world and interviewed over 10,000 employees, managers and seniors executives in over 250 different industries. He calls upon his vast knowledge of what he has learned from some of the most innovative, resourceful and powerful companies in the world along with what he learned running his own companies and shares this wisdom with his audiences. He is a true master at blending facts, inspiration, conviction, and humor into all his programs.

His ability to connect with an audience is amazing; be it a strategic planning session for a Fortune 500 company to 20,000 sales people. If you are looking for a powerful speaker who will help move your business to new heights with a totally customized message that will engage, challenge and inspire your people, then you need to hire Robert Stevenson. Simply stated by one of his clients ... “Robert not only did his homework but used what he learned to gain the interest and respect of the audience in the first ten minutes of his program. He really knew our industry and his research showed. He brought the house down and the audience to their feet.”