



Michael W. Mercer, Ph.D.

Keynote Speaker • Management & Leadership Expert

Presentation Outline

“You were the hit of the conference. Everyone who attended your speech talked about it for days!”

Int'l Management Council

“You did an exceptional presentation. Your speech touched our minds and hearts. It was motivational, practical, humorous, insightful, & lots of fun.”

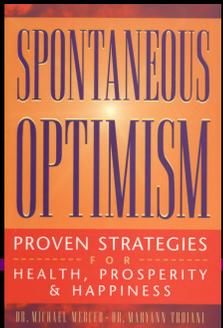
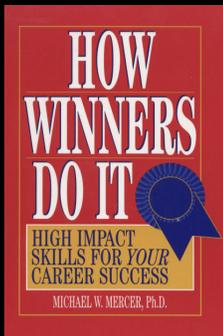
Lyon & Associates Realtors

“Our conference audience was thrilled to hear your inspiring and humorous keynote speech.”

National Association of Credit Management

“I proudly can say I brought you to Cisco to share your practical ‘high impact’ methods.”

Cisco Systems



HOW WINNERS DO IT: High Impact People Skills for Your Career Success

Dr. Michael Mercer is the only speaker you ever will hear who appeared on **Oprah** . . . and spoke at the **C.I.A.** . . . in the same week!

Michael did innovative research to pinpoint exactly what high-achievers do. And he formulated his findings into immediately useful techniques that everyone can put into action to improve both their work and personal lives.

He has delivered keynote speeches and workshops on *How Winners Do It* across North America. Mike also appeared on over 400 radio and TV talk shows, including Oprah, Leeza Gibbons Show, Fox News and Today Show.

This presentation is based on parts of 2 books Mike wrote:

- ◆ **HOW WINNERS DO IT: High Impact People Skills for Your Career Success**
- ◆ **SPONTANEOUS OPTIMISM™: Proven Strategies for Health, Prosperity & Happiness**

During this lively “info-tainment” and inspirational presentation, you will learn:

- ◆ 6 high impact people skills that separate high-achievers from underachievers
- ◆ 1 quick way to make a fantastic impression on practically anyone
- ◆ 2-step method used by superb negotiators, persuaders, & salespeople
- ◆ 1 hidden key to high levels of career -- and personal -- success
- ◆ 5 methods to instantly boost your optimism
- ◆ 3 ways to be a fantastic role model for your employees, co-workers, family, & friends