

Bob Faw's Presentation Topics



Bob Faw

Chief Energizing Officer
Matchbox Group

based on his
best-selling* book



Our renowned Energize series (built on Bob Faw's book "Energize")

Energize Leadership

Learn secrets of motivation being unlocked by researchers. Bob Faw has turned these scientific insights into tried and true tools. He's taught these simple tools to many thousands of people around the world. He shares tips from his Amazon best-selling book "Energize".

Energize others. Leaders, use Energize to motivate your teams. Jam-pack your communication with these tools to calm fears, energize passion, and convince people. Even influence those you have little power over using these neuroscience nuggets. Become a master of motivation. Ignite passion for goals, involve people in meaningful ways, and inspire the action you need.

Energize Collaboration

Great teamwork is key to increasing profit per person. Bob Faw helps build bridges to reconnect the siloes. Good relationships and mutually positive interactions are the foundation to these bridges. To achieve this Bob teaches how to overcome our brain's natural "negativity bias", rebalancing it with positive experiences. This highly interactive presentation helps people move from "We don't do things that way here" and us vs. them, to "We're responsible for each other's success". You'll feel the collaboration growing during the learning games and excited partner conversations. There's even an option for live sharing of best practices amongst the group with our acclaimed high-touch, large group brainstorming methods. Using the best of brain science and social research Energize Collaboration!

Energize Customer Service

Energize yourself to energize your customers. This fun and interactive presentation teaches useful brain tools to help customer service be at its best. Whether your customers are external or internal, these tools help you overcome customers' natural negativity bias by "priming" your brain first, then positively priming your customers' viewpoint. We'll teach how to build the relationships necessary for long-term success of any company. You'll get to practice and adapt the tools to fit your specific needs and personality.

Energize Change

Learn to energize your change communication. Help followers move past the natural reasons to resist change, and into supporting the change you need. Our brains hate ambiguous futures, and fills in the gaps with worst-case scenarios. You'll learn to calm the fears, energize passion, and convince the skeptics. This is a highly interactive presentation that supports everyone in leaving with their own change energizing action plan. They'll learn, laugh and leave leading.

Energize Passion and Performance

Energize yourself. Be the best of who you are, by learning to "prime" your brain to get your brain chemistry on your side. Use Energize to move from being your own worst enemy to increasing confidence. Change the old limiting stories playing in your head, to "inner movies" that supercharge you for success. Rewrite your "inner autobiography" to broaden your horizons. Learn to tap into your inner "Artist" to bring your passion to work, and creativity to challenges.

More ways to build your human potential

Be the Best of Who You Are – Discover Your Best DNA

The world's top-performing companies help lead the global economy by engaging their workforces. Gallup has discovered that only 31.5% of workers are engaged (involved in, enthusiastic about, and committed to their workplace). Young workers are the least engaged. This finding suggests that millennials may not be working in jobs that allow them to use their talents and strengths, thus creating disengagement. Dramatically increase engagement through helping employees "live into their Best DNA". Once people have discovered their "Best DNA," they are able to put more of their energy and time into what makes the most impact. Building on Best DNA can lead them to the greatest heights of professional and personal success. This makes life more fulfilling, improves their ability to lead others, and generally advances their careers. In addition to being empowering, this assessment will help them to better prioritize your time, effort and investments to ensure they are thriving those they help.

Change Readiness

Organizations everywhere have been undergoing tremendous changes in the last two years. A major challenge they are running into is how difficult change is to adapt to both emotionally and mentally. Give your people the tools and attitudes to be "change ready" - a mental/emotional state in which they seek solutions, instead of blaming others. They look for opportunities in the changes, and choose optimism. They vent their emotions in a helpful way and accept change more quickly.

Creating Passion for Change

You'll learn the Matchbox method of "ignite. involve. inspire." We can start with a video of a business case study in which the entire company came alive and embraced the changes with passion. The first energizing aspect is ignite – creating empowering partners with leaders and igniting passion for company goals among all. The second is involve – getting everyone thinking, learning and contributing, which encourages whole-system engagement and starts an improvement culture. The third energizing aspect is inspire – sparking energy, creativity and productivity using fun, celebration, interaction and clear paths to success.

Culture Eats Strategy for Breakfast

You need a good strategy to navigate the ever-changing landscape and get to great destinations. Strategy is the road map and the people are the engine. How people feel about their jobs, each other, and your strategy can make or break it before you even start your journey. When people are motivated and steering towards your goals great things are possible. If the culture is full of inhibiting factors it puts the brakes on your movement that even the best strategies can't overcome. That is why Merck CEO Dick Clark said "Culture eats strategy for breakfast."

Improvisational Leadership

In an average day your environment involves hundreds of unexpected events. Being able to respond quickly and positively has a tremendous impact on your ability to perform at your peak. Practicing improvisational techniques will allow you to quickly analyze changing environmental conditions and communicate quickly and effectively within them. Improvisational leaders interpret and adapt to their ever-changing environment with an ever-present focus on goals. We're all highly skilled and practiced at critiquing, judging and defining. We're trained at saying no. We have great muscles for that. Strengthen your affirmation muscles. The "yes and" approach gives us the ability to respond to potentially stressful situations in a more relaxed, productive and relationship-building way. These two words have a powerful effect in all relationships, motivation and creativity. "Yes and" can be used to positively refocus unproductive conversations, and to redirect brainstorming to be more effective. As a wonderful side-benefit, these skills help us be more amicable, popular and influential in personal relationships as well.

Language of Influence

Do you need to motivate people who are resistant to change? Dramatically increase your influence using cutting-edge brain science to ignite passion for goals, and inspire the work to achieve those goals. This presentation will be interactive and highly engaging. Be prepared to learn and laugh throughout. These communication skills are also very helpful in creating more positive motivation in any relationship.

Strategic Topics

The power of Improvisational Cultures

How would it help to have your people respond to change quickly, be flexible, and positive about challenges? Do you want innovation to happen naturally in your organization? Organizations with improvisational cultures are guided more by principles and less by rules. They have clear goals, great training and flexible plans – allowing people to use talent and goal-focus to grab opportunities of the moment. There is no wasting time and energy with blaming. Instead people jump straight to what they do like about an idea and guide it in a positive direction. Here's the good news. Cultures can become more improvisational. Come and learn how to make improvisation a key competency in your company.

Strategic Planning that Optimizes Culture

What if the very act of strategic planning enhanced your organizations ability to carry out the plan? Why settle for a plan on a shelf? When you use a planning process that ignites passion for your goals, and involves people in meaningful ways, you inspire action to make the plan reality. Then use surveys and focus groups that get people in touch with what they most like about your

organization. Stakeholder meetings become motivating summits, creating attitudinal changes real-time. Planning doesn't have to be done only by senior management. With carefully crafted questions everyone gives input on topics where they have insight. This creates a systemic view for all, and dramatically increases buy-in to the solution.

Strengths - Free Fuel for Your Company

The statistics are overwhelming. Few people in the workforce have an opportunity to work from their strengths regularly. And the impact of that fact is profound. When people work from strengths most of the time; income rises, customer satisfaction rises, profitability rises, turnover falls, and employee satisfaction rises. In short, everything gets better for your company. Why are strengths so important and what can you do to increase the likelihood that every employee in your workplace works from strengths most of the time?

F.A.C.E.S. of Change

You will leave with ideas on how to generate commitment to organizational change. The FACES Change Formula will help you communicate more powerfully. We will discuss the art of engaging employees meaningfully, and designing the right questions to engage them with. You will watch a case study video of the Whole System approach in action with one of our clients. We will discuss how to use small wins to gain leadership buy-in and build momentum during change processes. One key we will talk about is igniting passion through pride, accomplishments, dreams, connection, etc.

Organizational Development, Human Resources and Training specialists

Making Training Stick

Training is a vital element of every company. In this economy, Human Resources professional are frequently asked to do more in-house training themselves, and to ensure that the training provided really makes a difference to the employees, even though the company may allocate less money for training and the HR professional's time is stretched thin. This presentation will teach you master-trainer techniques that gain more excitement for your training before, during, and after it occurs. Come learn how to gain buy-in for training from your employees, make your training more engaging, and use the "success" principles to make your message stick.

Training to Energize Your Culture Leaders - (Leadership University)

Imagine leadership training as a profit center for your company; it can be. Invacare Supply Group ran five groups of fifteen through the Leadership University. Each LU had many projects between sessions. There were several projects each of which paid for its LU sessions by themselves. One project alone, out of the hundreds that were done, paid three times the total investment in all the Leadership Universities the company ran. Integrated training enhances the culture of your organization immediately and profitably. In addition to developing leaders it also improves communication, decreases conflict, increases helpful coaching, engenders innovation, improves positive influence, and increases productivity... all at the same time.

Re-energize Your Culture – ignite. involve. inspire.

Companies need new energy after all the turbulent changes in the last two years. You'll learn the Matchbox method of "ignite. involve. inspire." The first energizing aspect is ignite – creating empowering partners with leaders and igniting passion for company goals among all. The second is involve – getting everyone thinking, learning and contributing, which encourages whole-system engagement and starts an improvement culture. The third energizing aspect is inspire – sparking energy, creativity and productivity using fun, celebration, interaction and clear paths to success. We can show a ten minute video case study in which the culture of a company was energized around common goals that drove business to quadruple in three years.

What about Bob?

An author, positive change consultant and keynote speaker, Bob Faw ignites passion for positive change around the world. As a positive change consultant he ignites energy, growth and development of organizations and individuals in all sectors. Bob has specialized in guiding positive change since 1988. His clients learn to apply user-friendly brain tools in their professional and personal lives to energize sustainable culture change and higher performance.

Bob's outgoing nature, comedic style, and energizing activities keep engagement and retention high. He includes active learning activities to enhance comprehension, increase retention and develop new skills through practice.

See Bob in action on his [YouTube channel](#)

Academic Associations

- Professor at Hult International Business School
- Adjunct Professor at Suffolk University
- Team Facilitator: Columbia University Executive Education Program
- Team Facilitator: Harvard University Executive Education Program
- Associate Professor: Boston University

Publications

["Energize: Ignite Passion and Performance with User-friendly Brain Science"](#), 2013, Aloha Publishing

Best Seller, in eBook category in 2014.

Bob has written two e-books on using Positive Change Questions.

- [An Old Sea Dog Can Learn New Tricks](#) – Power Reframes and Feed Forward (July 2014)
- [Staying Positive in Negative Times](#) (July 2014)

Bob is the author of "[Energize Performance blog](#)".