



**“To hell with facts!
We need stories!”**

Ken Kesey

Good luck and other good words for 2011
Barry Graham & Sally Clare
Speakers' Corner

"There are just three essentials to a good story: humanity, a point and the storyteller."

J Frank Dobie

"A good idea today is better than a great idea tomorrow."

Dave Trott

"If you wish to persuade me you must speak my words, think my thoughts, feel my feelings."

Cicero

"People who matter are most aware that everyone else does too."

Malcolm Forbes

"Develop a clear vision for your organisation. Where do you want to be in 5 years?"

Brian Tracy

"I think resolve means promising yourself that you will never give up."

Beth, 9 years old

"The most persuasive person in the world is the man or woman who has complete belief in an idea, product or service."

Cavett Roberts

"Do not give any time to your past, you can't change what happened 5 minutes ago."

Jan Ruhe

"Opportunities multiply as they are seized."

Sun Tzu

"Nobody reads an ad, they read what interests them and sometimes it's an ad."

Howard Gossage

"Words are the most powerful drug used by mankind."

Rudyard Kipling

"Be amusing; never tell unkind stories; above all, never tell long ones."

Benjamin Disraeli

"20 minutes in front of someone is worth a year of emails."

Radio 4

"You can't depend on your eyes when your imagination is out of focus."

Mark Twain

"In times of rapid change, experience could be your worst enemy."

Jean Paul Getty

"Stories can conquer fear. They can make the heart bigger."

Ben Okri

"The movies that influenced me were movies that told their stories through pictures more than words."

Sam Mendes

"You don't know what you can get away with until you try."

Colin Powell

"Service to others is the rent you pay for your room here on earth."

Muhammad Ali

"If you don't practice, you don't deserve to win."

Andre Agassi

"You cannot truly listen to anyone and do anything else at the same time."

M. Scott Peck



"Go for it now – the future is promised to no one."

Wayne Dyer

"If you can't make it good, at least make it look good."

Bill Gates

"Innovation distinguishes between a leader and a follower."

Steve Jobs

"The curious paradox is this: when I accept myself just as I am, then I can change."

Carl Rogers

"If it doesn't sell, it isn't creative."

David Ogilvy

"The more you know, the less you need to say."

Jim Rohn

"Nothing will work unless you do."

John Wooden

"If you don't have a competitive advantage, don't compete."

Jack Welch

"Your style should never be taller than you are."

Peggy Noonan

"It's not what you say but what they hear."

Dr Frank Luntz

"Create a WOW story that will be retold."

Jeffrey Gitomer



"Those whom we support hold us up in life."

Marie von Eschenbach

"Chop your own wood, and it will warm you twice."

Henry Ford

"Style is being yourself, but on purpose."

Patricia Fripp

"Eternity is a long time, especially towards the end."

Woody Allen

"I can hear people smile."

David Blunkett

"I have little feet because nothing grows in the shade."

Dolly Parton

"There are only two things more difficult than making an after-dinner speech: climbing a wall which is leaning towards you and kissing a girl who is leaning away from you."

Winston Churchill

"An economist is a man who knows 100 ways of making love but doesn't know any women."

Art Buchwald

"I've been doing lots of charity gigs lately – it's just in case I catch anything."

Noel Gallagher

"Eat, drink and be merry for tomorrow they may recall your credit cards!"

Anon

Workshops and Coaching include:

Storytelling in Business – 1 and 2 day workshops

These programmes show why storytelling works and bridges the mind gap because "stories feed the imagination not give it indigestion."

The Brand called You – 1 day workshop

This programme concentrates on developing strong personal brands so that we can make the most of every opportunity that comes our way to maximise our personal potential.

Pitching to win – 1 day workshop

This programme helps the new business team put on their best performance and so create more powerful, persuasive and winning presentations.

Maximising Business Presentations – 1 day workshop

This programme shows the delegates the difference between 'simply having the confidence to stand up and talk' and 'communicating to convince and influence'.

Advanced Business Presentations – 1 day workshop

This programme is designed for more experienced presenters who realise that to perform at their best, they need to get rid of bad habits, hone their strengths and be able to deliver a 'presentation story'.

Conference Speaking – 1 day workshop

This programme asks the delegates: "Don't think what you have to do for the conference but rather what the conference can do for you."

Speech Writing – 1 day workshop

This programme helps the delegates to understand the emotional as well as theoretical and practical aspects of speech writing.

Selling Creative Work / Your Ideas – 1 day workshop

This programme shows delegates how to help others "see and believe in" their ideas.

Coaching - One-to-one training and Consultancy & Facilitation

We work on specific needs, eg on a major industry presentation or helping to build greater self-belief & credibility.

Contact

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