

Ty Bennett

Entrepreneur, Partnership is the New Leadership

Please contact a GDA agent for information.

Topics

- Business
- Entrepreneur
- Influence
- Journalism / Literary / Author
- Storytelling

About Ty Bennett

Ty Bennett is the Owner & CEO of the [largest Ninja Warrior Gym](#) in the world and it's not stopping there - soon he will have three Ninja Warrior Gyms to add to his portfolio. An active CEO and serial entrepreneur, he has built three multi-million dollar businesses in three different industries.

Ty and his brother built a direct sales business to over \$20 million in annual revenues, while in their 20's, and developed a system and organization that would help over 500 leaders fine-tune their sales and leadership skills in over 37 countries. He was featured as one of the *Top 40 Under 40* and dubbed one of the *10 Coolest Entrepreneurs in Utah*. Ty has founded Leadership Inc., a training company with a mission to empower individuals and organizations to challenge their status quo, cultivate exceptional relationships, and compete in extraordinary ways. He's changing lives – one leader at a time.

He is the author of three best-selling books which are used in graduate courses at multiple universities including MIT, as today's version of "How to Win Friends and Influence People" - *Partnership is the New Leadership*, *The Power of Influence: Increase Your Income and Personal Impact* and *The Power of Storytelling: The Art of Influential Communication*. He has traversed the world speaking to tens of thousands of audience members transforming the lives, careers, and business practices of leaders from some of the most recognizable brands in the world such as: Coca-Cola, Subway, Blue Cross Blue Shield and RE/MAX.

Ty is one of the youngest speakers ever to receive the CSP Designation from the National Association of Speakers – less than 5% of the world's speakers earn this honor. A loving husband and father of five adorable children, Ty is PASSIONATE about helping leaders cultivate the relevance and influence they need to challenge old ways and open new doors.

Select Keynotes

- **Partnership is the New Leadership**

Cultivating Commitment, Collaboration, and Consensus

This keynote is about:

- ◊ Creating **transformation** in your business
- ◊ How to be a 'relevant' leader who creates deep **connection** with your people
- ◊ How honest communication creates **collaboration and trust**

Over the last five years a survey of more than 5,000 leaders asked one question: what do you want from your people? The overwhelming answer? Commitment. And what it takes to both create and retain that commitment is NOTHING like it used to be. That's where Business Keynote Speaker and Leadership Expert Ty Bennett is helping organizations bridge the gap between old school mentalities and real-world solutions that connect with team members of every level today.

Consider the adage, "Old ways won't open new doors." In Ty's view, that is the rallying cry for leaders all over the globe. Business is changing. Communication is light years from what it was. People purchase differently. Customer expectation is at an all-time high, and their tolerance at an all-time low. It's time to open new doors. Adopt new skills. Challenge old mindsets. And embrace innovation. Ty Bennett has the tools you need to do all of these things and then some.

Your team will learn how to:



- ◊ Create consensus and encourage creativity
- ◊ Overcome the three biggest obstacles that cause leaders to fail Master conversational leadership
- ◊ Develop a more connected and cohesive team
- ◊ Adopt essential relationship skills that cultivate commitment
- ◊ Develop and nurture honest and effective communication
- ◊ Bring care and compassion back into the mainstream of your organization

Leading with fear or trading on titles is no longer effective. In their place, partnership, communication, inclusion, and connection have become game-changers. Ultimately, we are in the people business, which is, without question, the business of building relationships. How? Using specific, time-tested skills and solutions to cultivate trust. Encourage collaboration. Deliver value. Inspire ideas and insights. And yes, fuel commitment amongst team members to do more, reach higher, and develop their own leadership skills.

• The Power of Storytelling

Cultivating Connection and Strengthening Engagement

This keynote is about:

- ◊ Mastering the art of storytelling **communication** for deeper connection
- ◊ Developing long-term valuable relationships for **business growth**
- ◊ **Customer retention**

500% better. That's how much more we retain information when told to us in the context of a story. Five hundred percent! Why? Because communication plus storytelling creates connection. Invokes passion. Engages emotions. And most importantly? Moves people to take ACTION. Teaching audience members to effectively and creatively adopt the skills and mindsets necessary to communicate at their highest level is exactly what Business Keynote Speaker Ty Bennett delivers in this game-changing topic.

Essentially? We are ALL in the business of people. Developing relationships, cultivating trust, and weaving a connection that allows for deeper understanding is ultimately a big part of why we are all here. Life is all about contribution – and how we connect through communication determines our level of influence. With heart and high-energy, Ty teaches leaders and sales professionals to adopt valuable storytelling skills to leverage that influence, extend their emotional reach, and even create customers for life.

Your team will learn how to:

- ◊ Become a trusted advisor by creating a balance between credibility and relatability
- ◊ Engage the emotional, creative side of the brain to cultivate trust and connectivity
- ◊ Why shifting from sales pitch to creating a human connection matters
- ◊ Ask questions that engage and create true conversation
- ◊ Develop connection through common struggles with powerful solutions
- ◊ The best tool to create a great story

In today's world, the right communication skills top the list of the most valuable tools sales that business professionals can cultivate. By mastering the art of storytelling communication your team can connect more. Close more. Retain more. And develop long-term valuable relationships both personally and professionally.

• The Ninja Warrior Mindset

As an industry, you are being asked to perform at higher levels and at a faster pace than ever before. There is a constant need to change, adapt, pivot, and to do it faster than your competition. That is why right now, it is imperative that we understand three relationships. Our relationships with fear, failure and focus. Performance and growth hang on these three relationships.

As leaders, during this pandemic, you have probably been very intimate with these areas. You have been pushed and stretched and asked to grow and perform at higher levels than ever before. These relationships are real, and they have never been more relevant.

This is unlike any other presentation you or your teams have experienced before. Ty explores these relationships with two nationally ranked Ninja Warriors, his sons Tanner & Drew.

Select Book Titles

- **2016:** Partnership is the New Leadership
- **2013:** The Power of Storytelling
- **2013:** The Power of Influence

Select Testimonials

"I have heard countless mentors talk about the importance of telling your story - but I have never had anyone break it down and teach the process of storytelling in such a clear and concise manner. Thank you!"

— *Chales Reed*

"Ty has an amazing perspective on leadership. As a retired Air Force veteran and someone who has worked in several leadership positions during my 24 years in the military, Ty has an amazing perspective on leadership."

— *James Fuller*