

# Sarah Michel

## Author of The New Generation of Leadership

Please contact a GDA agent for information.

### Topics

- Fitness / Diet / Nutrition
- Leadership
- Negotiation
- Networking
- Virtual

### About Sarah Michel

Sarah is a networking expert who helps people look at the power of connecting in a whole new light. She is a Certified Speaking Professional (CSP) awarded by the National Speakers Association and the creator of the NetWORTHing® approach to successful networking in the 21st century.

Sarah founded Perfecting Connecting® in 1996 offering keynotes, facilitation, and educational sessions to organizations and companies worldwide. She is the author of Perfecting Connecting®, A Personal Guide to Mastering networking in the Workplace and co-author of Conference Connexity and The New Generation of Leadership. Her articles and inspirational stories about connecting and community have appeared in numerous books, newspapers and national journals.

Sarah recently joined Velvet Chainsaw Consulting as VP of Professional Connexity helping organizations deliver on the networking promise face-to-face meetings hold.

She served on the board of directors for the National Speakers Association (NSA) and as the Past President for the NSA-Colorado Chapter. Sarah is an active volunteer in her community and served on several non-profit boards in Colorado Springs.

### Select Keynotes

- **Can You Hear Me Now?: Understanding Yourself and Others through the Power of Interaction Styles**

Ever wonder why you can't seem to connect with certain colleagues or why some team meetings can be so frustrating? Do some employees or customers get under your skin while others you just connect instantly with? Yes? Then join Sarah for this enlightening, fun and interactive program designed to help you demystify the four communication styles so you can successfully connect with anyone, anywhere, anytime.

- **Connecting the Dots™: Understanding What Drives Your Connections to Others**

Learn about the six stages involved in connecting with a new contact. In this highly interactive program, Sarah will show you the importance of each of these stages and the questions you need to be asking to assure a strong and lasting connection to improve your net worth and social capital with both your internal and external networks.

- **Leading With Style: The Power of Situational Leadership™**

Sarah, who is a certified trainer with Situational Leadership®, will teach your supervisors and managers how to use the most widely recognized influence model adopted by over 12 million people worldwide.

- **Network for Life...Not Just for the Moment: The Power of Community**

In this inspirational and humorous program, Sarah shares her journey with cancer and the life-saving connections that helped save her life. Sarah motivates you to focus on being authentic with your intentions and look for ways to bring value to your network, which results in building a powerful community that will support you through any crisis.

- **Perfecting Connecting®: Learning to Speak the language of Others**

In this interactive presentation, Sarah will share proven strategies to becoming a better connector by understanding that each of us approach networking differently based on our hard-wired personality preferences and patterns. Understanding your temperament will help you discover the



uniqueness of your personality and how to capitalize on it to begin perfecting your connecting.

- **The C.A.N. Do Approach™: A Process for Improved Patient-Provider Connection**

Is your patient satisfaction survey shining a spotlight on your communication problems? Would you like a simple communication tool that's easy to use that can dramatically improve patient care? Do you wish your patient's were more involved and invested in their healthcare? Yes? Then it's time to adopt a C.A.N. Do Approach to thriving in today's healthcare climate. When you Communicate, Advocate and Navigate you C.A.N. improve your patient and provider satisfaction.

- **The Domino Effect™: The Art of intentional Connecting**

Successful people live a life filled with intentional relationships. In this practical, fun and motivational program, learn how to intentionally connect the dots for yourself and others to improve your social capital which is essential for career growth and organizational success.

- **Virtual Emcee/Moderator**

Virtual Emcee/ Moderator

As more meetings and conferences shift to a digital platform, the role of the Virtual Emcee has become more in demand. In a virtual meeting, the audience is 100% virtual with each attendee participating as a singular person in front of a digital device.

While the absence of an audience being present may not seem like it has an impact on the role and duties of an Emcee, the Virtual Emcee has a goal of creating the illusion that they are all in the same room co-creating and enhancing the digital meeting experience. This requires a much more deliberate and intentional set of skills that are unique to the virtual environment.

**Ideal type of event that lend itself to hiring a Virtual Emcee:**

- ♦ Virtual conferences and conventions
- ♦ Virtual Summit that is live and does not include an on-site component
- ♦ Facebook Group live sessions

**Virtual Emcee Deliverables:**

- ♦ Manage technical dry run prior to the event and coach presenters who are not familiar with the digital platform.
- ♦ Guide and clarify the learning experience that the organizer is hoping to garner from the event and suggest technical support tools needed to achieve the end result.
- ♦ Depending on the size of the group and budget, the Virtual Emcee may also be responsible for running the technical side of the event while managing the group. In most instances, however, the Virtual Emcee will have a support team that runs the additional technical components of the meeting (which are off-monitor but can impact the experience). Or they work with the event and in-house technical team to share their needs and requests.
- ♦ The Virtual Emcee is the consistent voice for the virtual event that weaves the learning and networking experiences for the virtual audience.

**Select Book Titles**

- **2013:** The New Generation of Leadership; Transforming Ordinary Young People Into Outstanding and Growing Leaders
- **2004:** Perfecting Connecting, A Guide to Mastering Networking in the Workplace
- **0000:** Conference Connexity: Delivering On Your Networking Promise