



The totally organized entrepreneur is all about outcomes

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Abstract:

This is how to fast track careers by a focus on results with and through people. What does it take to stay on track, be fully engaged, motivated and inspired to continue to be the best you can be? What are the best-kept secrets that will fast track your career? How can you make that noticeable difference to stand out and be seen in order to accelerate your success at your office? What matters most to a rewarding career is a great end result of your actions, called outcomes. The key to success for anyone is to actually implement the proven action steps that generate the results you need along with a system for keeping on top of it and measuring your momentum. The second important step to success is that you must feel good about what you do and who you are doing it for. In other words, it is engagement with the company, your product, and people. A key driver to achieve these extraordinary results is based on an attribute called trust which becomes your behavior and your reputation. Here is how to achieve that with confidence, initiative, and commitment. This presentation outlines the eight key areas of focus and provides a link to the self-test tools and e-books to keep the momentum going. To be more successful, enjoy work and life more, get to your goals faster and with less stress, and help others to get there with you, then this session can be your tipping point.

The strategies are:

O: Optimistic: The power of attitude with effective communication

U: Urgency: Passion + Enthusiasm + Action = Results – how to act with urgency

T: Trust: What it takes to build and sustain your reputation and your competitive advantage

C: Conflict Resolution: Winning over difficult people, eliminate gossip, harassment, stress

O: Organized Goals & Coaching: Creating the road map for the next 5 + years of your career

M: Memory: Steps to the actual implementation of the core training ideas

E: Excellence: Traits and self-tests to measure your personality, reputation, and performance

S: Success by 'S.A.M.' and Select Supervision Skills: How to inspire, engage, support, motivate

Biography:

Bruce Lee brings the experience of solid business background from a good cross section of industry: Charter Bank branch management and Alberta Manager for the VISA credit card Division of a Canadian Bank, Senior Marketing Representative for a fully integrated Canadian oil and gas company, Senior Executive Recruiter, establishing a consultant/referral partner office in England, owned and managed a 24 hour a day, 365 days a year retail convenience store and gas bar business. In 2016, he published his book: Why Trust Me? Making Trust Your Competitive Edge.