

SPEAKING TOPICS

THE NEUROSCIENCE OF LEADERSHIP & PERFORMANCE

Engaging the Head and the Heart of the People You Lead.

(Alt Title - THE FUTURE OF LEADERSHIP)

Neuroscience has entered into the world of leadership with data and application that is as enlightening as it is interesting. The great leaders of the future will be those who understand how to leverage the power source of our thinking and behavior -- the brain.

Utilizing recent scientific discoveries, leaders can learn how to activate more of the brain leading to higher levels of motivation, engagement, energy, health, and performance. Dr. Jones guides the audience on a journey of understanding the three science-based leadership practices that build a high-performance culture and then shares six strategies each audience member can use immediately to become a leader that activates the brainpower of their people.

Attendees gain:

- Perspective on the full power of the brain to think and work at a higher level.
- The three leadership principles that the best leaders focus on each day to unleash the best in others.
- Techniques to activate the entire brain to boost energy, improve thinking and problem-solving, build emotional intelligence, and create a winning mindset.
- Strategies to lead and model psychological safety.
- How to gain the followership of employees that don't agree with you.
- Tools to coach with backbone and heart.
- Principles to communicate constructive feedback and change to help people adapt more quickly.
- Learn the #1 most effective way to build a culture of commitment and high performance.

EVOLVE AND THRIVE

Building a Mindset to When in Any Situation.

Effective leadership is more than driving results and accountability. The best leaders create experiences for their employees that unleash the best in them to adapt, evolve, and thrive in the midst of change, uncertainty, and ambiguity.

Our current work environment is changing faster than ever before and requires every person to have a continually evolving mindset and skillset to navigate the rapid rate of disruption. In this session, Dr. Jones inspires audience members to evolve their thinking and language and then challenges each participant to choose to thrive by applying intentional daily behaviors.

Jason shares with the audience how to reflect and reframe thinking and language that hinders their confidence and motivation. Then teaches how to replace sabotaging self-talk and behavior that can create performance breakthroughs. All of this while inspiring each person to take action to thrive each day by leveraging personal strengths and collaborating with their colleagues to achieve and win at a higher level.

Attendees gain:

- Insight into how our brain helps and hinders us during change and disruption.
- Tools to abolish negative thinking and pessimism.
- Insights to manage burnout and build resilience.
- A set of "Power Words" that will prime others for positivity and high performance.
- Learn how to boost personal motivation and create optimized neurochemistry for greater joy and satisfaction.
- Ideas for how to collaborate better and bring out the unique contribution of every team member.

THE NEUROSCIENCE OF SELLING

Leveraging Brain-Based Triggers that Move People to Trust and Action

We are in a new era of sales. Today's most successful salespeople know how to quickly overcome skepticism and defensiveness to build a trusting connection that accelerates the sales process. Successful selling takes more than a good personality, product knowledge, and sales skills. It requires understanding how the deepest part of the brain (primal region) decides unconsciously to lower defenses and entrust another person for guidance.

The Neuroscience of Selling presentation shares evidence-based principles and practices that can be applied immediately to any sales role. This program provides insightful principles and tactics for understanding people better, becoming more confident, looking for unconscious decision cues, and how to close deals faster than ever before.

Attendees gain:

- A mindset shift to gain the trust of potential customers/clients.
- Insight into why some people are innately more successful in sales than others.
- Learn the three things the buyer's brain is looking for to move toward the close.
- Practices to become more charismatic and likable.
- Ideas for how to feel more confident during sales conversations.
- Three ways to lower buyer defense and reduce resistance.
- How to overcome the barriers of virtual selling.

FOCUS FOR SUCCESS

Uplevel Your Brain to Be Your Best in Work and Life

We have more distractions in our work environment than ever before. Recent studies have revealed that a person's ability to focus attention is at an all-time low. This comes during a time when these skills are desperately needed to perform at a high level.

In this keynote, Dr. Jones will inspire attendees to take an evidence-based approach to maintain focus, mitigate distraction, sustain motivation, and create personal accountability for achieving goals. Jason guides the audience in learning how to master three core skills that will lead to greater focus and performance: Thinking, Intention, and Motivation. This session can integrate audience interaction techniques and inspire everyone to take immediate action, resulting in a quick return on investment for any organization.

Attendees gain:

- Insight into why our brains become distracted.
- A practical strategy to avoid distraction, increase focus, and accelerate achievement.
- A pathway for taking action that builds confidence.
- Principles for a science-based approach to setting and achieving goals.
- Strategies to build momentum and keep yourself motivated throughout the year.
- Techniques to manage and even expand your energy to be and do your best every day.