



# MATT HAVENS

## EXPERIENCE A SHIFT TO PUT PEOPLE FIRST

Matt Havens is not your typical speaker. His uncanny ability to provide real-world solutions in a relatable and humorous way have made him one of the quickest up-and-coming speakers in the industry.

Matt's signature style began in corporate America, where by 25 he pitched the C-suite boardroom of a Fortune 25 company on his plan to lead enterprise-wide transformations to capitalize on the "Millennial" opportunities present in the marketplace and the workforce. Matt's work soon caught fire, and he began speaking to audiences all over the country, subsequently catapulting up the corporate ladder and leading teams in areas as diverse as marketing, sales, and customer retention. Matt has been at the forefront of driving massively-scaled change efforts, started new sales departments, and ran contact centers in 5 different U.S. locations. In short, his approach is baked in reality instead of hyperbole.

Matt now brings his simple yet profound solutions to companies, associations, and small businesses across North America. His stated mission is to put perspective into action – both professionally and personally – by unpacking our true motivations, and specifically how our answers relate to the meaningful relationships and connections we create. The versatility of his experience and expertise is why he's frequently called upon to address a variety of topics ranging from generational differences, leadership, culture, communication, sales and building successful teams.



**“Epic Conference! Your stellar presentation, not to mention incredible energy, truly set the tone!”**





## MAKE YOUR BUSINESS HUMAN

### THE 4 HUMAN TRUTHS THAT DRIVE PERSONAL, PROFESSIONAL, AND ORGANIZATIONAL SUCCESS

We're all in business together. Whether you're a business owner in charge of all facets of the company, a leader responsible for a team of people, or you're contributing your skills as part of a functional division, team, or project – we're all in business. The business of people. The businesses and individuals who will succeed in the future will not be the ones that spend all their time thinking about how to sell more products and services at higher margins. Rather, they will be the ones that recognize the common human needs and motivations that govern employee and customer behavior.

Designed for all audiences, *Make Your Business Human* is a transformative keynote that focuses not on the differences that so many of us seem fixated on (the pace of change, conflict, communication to name a few), but on four profound similarities we all share. We need to understand, honor, and harness the qualities that make us human if we want to outperform the competition in creating memorable customer experiences and true workforce engagement.

## STOP ACTING YOUR AGE!

### AN ENTERTAINING KEYNOTE TO HELP YOU AVOID GENERATIONAL WARFARE

If you've listened to any other discussion about generational issues at work, then you've undoubtedly been told there are four distinct generations operating side-by-side in today's working world. You've then been told the differences between those four generations, and then you've been told (although probably not in these exact words) that you need to just deal with all these different people, because they're not going away and they're not going to change how they operate. If that advice suits you, fantastic.

However, if you've ever been frustrated by how impossible it seems to employ four different strategies to manage four distinct generations, and if you've ever felt like you're the only one who's being asked to make any changes, then *Stop Acting Your Age!* is exactly what you need.

## YOU'RE NOT AN ACRONYM

### A PRACTICAL APPROACH TO LEADERSHIP

If you've been a leader for a while or are being groomed to become one, then you've probably taken your fair share of personality tests. Perhaps you know your Woo strength, or maybe you've recently discovered that you're a purple triangle when you're stressed. If this kind of information is all you need in order to be the kind of leader your people are excited to follow, then you probably don't need to keep reading this.

But if you've ever suspected that leadership may be about more than just you, then *You're Not an Acronym* is the kind of leadership presentation you'll truly appreciate.

