

Make your next event a real **turning point** by exposing your people to the insights and teachings of this  
AWARD WINNING, WORLD-CLASS **MOTIVATIONAL & BUSINESS SPEAKER**

# STEF DU PLESSIS

**GLOBAL EXPERIENCE • LOCAL KNOW-HOW**

3,500+ assignments • 5 continents • 20+ years



## KEYNOTE & WORKSHOP TOPICS

GROWING PEOPLE WHO GET **RESULTS**  
CREATING **WINNING** WORKPLACE CULTURES

*"In my view, Stef is one of the top five speakers in the world today."*

*Ian Berry, Past President, National Speakers Association of Australia*

## 1 AFRICAN WISDOM

### *Lessons for everyday living*

EPIC INDIVIDUAL

Age-old African stories and metaphors that provide simple, practical advice for dealing with some of the day-to-day challenges that we all face, whilst also providing insight into how we can live more purposefully.

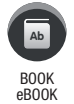
*FOR all of your staff (and their spouses/partners) and/or clients WHEN they need to be motivated and inspired.*



KEYNOTE  
30 - 90 MINS



ONLINE  
RESOURCES



BOOK  
eBOOK

## 2 EVERYDAY EXCELLENCE

### *Do more, be more and have more*

EPIC INDIVIDUAL

Help your people to achieve greater levels of excellence in their everyday living. Explore what really motivates them, so that they can do more, be more and have more. Kick-start the personal transformation that many of them have for so long been putting off: at home, at work and at play.

*FOR all of your staff (and their spouses/partners) WHEN they need a boost.*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES

## 3 TRANSFORMATIONAL LEADERSHIP

### *Lead yourself, so that others will follow*

EPIC LEADER

Let your leaders learn more about a brand of leadership that will inspire others towards lasting personal change - both in life and in business. For their own good, the good of the team, and that of the organisation.

*FOR all of your leaders WHEN you need them to engage, uplift and grow your people.*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES

## 4 HIGH PERFORMANCE TEAMS

### *Build teams that deliver results*

EPIC TEAM

How to create an environment of truth and trust, within which everyone will support team decisions, and assume personal responsibility for the achievement of your strategic objectives.

*FOR teams (especially management teams) WHEN you need to improve performance.*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES



BOOK  
eBOOK

## 5 ADDING PURPOSE TO SALES

### *Add zeros, not percentage points*

EPIC SALES

While skills and techniques are essential ingredients of the sales process - perhaps even enabling incremental percentage-point improvements to your results - neither will add zeros to your bottom line. This presentation explores how to replace pitch with purpose, to the obvious benefit of everyone in the sales chain.

*FOR everyone in sales (especially commissioned consultants & top producers) WHEN you need to ramp up sales, sustainably.*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES

## 6 WINNING WORKPLACE CULTURE

### *Boost performance and improve results*

EPIC CULTURE

Your employees can - and want to - 'give' substantially more, but chances are that they are held back by workplace culture. At the same time your managers probably just don't know how to manage culture in simple and practical terms. The concept of Unwritten Ground Rules, or UGRs now changes that, for good.

*FOR all of your people (especially your leaders) WHEN you need to crank up results and change the way you do things.*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES



BOOK  
eBOOK

# WHICH PRESENTATION IS RIGHT FOR YOU?

1. **AFRICAN WISDOM**  
2. **EVERYDAY EXCELLENCE**  
3. **TRANSFORMATIONAL LEADERSHIP**
4. **HIGH PERFORMANCE TEAMS**  
5. **ADDING PURPOSE TO SALES**  
6. **WINNING WORKPLACE CULTURE**

## What are you planning?

	1	2	3	4	5	6
LEADERSHIP BREAK AWAY	•	•	•	•	•	•
STAFF MEETING / CONFERENCE	•	•				•
TEAM BUILDING EVENT		•		•	•	•
SALES RALLY		•			•	
INCENTIVE / REWARD EVENT	•	•			•	

## Who is in the audience?

	1	2	3	4	5	6
LEADERS	•	•	•	•	•	•
TOP PERFORMERS	•	•			•	
ALL EMPLOYEES	•	•		•		•
WORK UNIT/S OR TEAM/S		•		•	•	•
SALESPEOPLE		•			•	
SPOUSES AND LIFE PARTNERS	•	•			•	

## What are you hoping to accomplish?

	1	2	3	4	5	6
MOTIVATE YOUR PEOPLE	•	•			•	
IMPROVE TEAMWORK		•		•	•	•
IMPROVE OVERALL RESULTS		•		•		•
CRANK UP SALES					•	
CHANGE & TRANSFORMATION		•	•			•
RECOGNISE TOP ACHIEVERS	•	•			•	





TOPIC  
1

## AFRICAN WISDOM

*Lessons for everyday living*



KEYNOTE  
30 - 90 MINS



ONLINE  
RESOURCES



BOOK  
eBOOK



*Stef shares age-old African stories and metaphors that provide simple, logical advice for dealing with some of the day-to-day challenges that we all face, and explores how we can live more purposefully.*

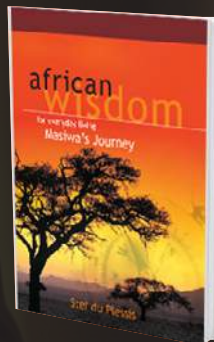
### What's in it for THE INDIVIDUAL:

- Find congruence between what you say and what you do
- Take responsibility for where you are in life
- Learn to want what you have
- How to move on and make a fresh start

### What's in it for THE ORGANISATION:

- People who are fully engaged and accountable
- Result-focused people, who thrive on truth and trust
- A winning workplace culture
- Improved sales and customer satisfaction

**AUDIENCE:** Anyone. Any industry. All levels of staff. Also suitable for client or stakeholder events. Ideal for those occasions where staff are invited to bring their spouse or life partners.



**OCCASION:** Sales conventions. Client events. Ideal for incentive events or when your people need a motivational or inspirational boost.

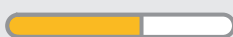
**OUTCOME:** Motivate and inspire your people with a message they will never forget.

**RESOURCES:** Give each delegate a copy of Stef's book, 'African Wisdom', which contains everything that he will cover during this presentation, plus a lot more. Available in paperback or as an online e-book. *Resources optional.*

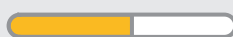
“ *One of the best speakers I have ever heard.* ”

**Richard Sullenger**  
as President, **Million Dollar Round Table (USA)**

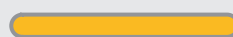
HOW THIS TOPIC  
**STACKS UP**



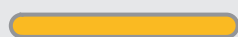
CONTENT:



TOOLS:



MOTIVATION:



ENTERTAINMENT:



TOPIC  
2

## EVERYDAY EXCELLENCE

*Do more, be more, have more*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES

*Each of us can demonstrate far greater levels of excellence in our everyday living. We can do more, be more and have more. Scores of people insist that Stef's insights have been a catalyst for the personal transformation that they had for so long been putting off: at home, at work and at play.*

### What's in it for THE INDIVIDUAL:

- Explore what truly motivates you
- Build better relationships in life and work
- Gain clarity on what matters most
- Learn why we resist change, and what we can do about it
- Real, believable and doable personal action plan

### What's in it for THE ORGANISATION:

- Develop employees who are intrinsically motivated
- Grow people with an appetite for change
- Create an environment in which your people truly care for one another, your clients and your business
- Get better results

**AUDIENCE:** All employees across all industries. Also suitable for client and stakeholder events, and those occasions where staff are invited to bring their spouses or life partners.

**OCCASION:** Incentive events. Sales Rallies. Client functions. Ideal for those times when you need to motivate your people with a strong call to action.

**OUTCOME:** Uplifts, re-energises and inspires people to do more, be more, and have more - both in life and at work.

**RESOURCES:** Online self-assessments and weekly delivered e-course to help participants implement lasting personal change. *Resources optional.*

“*One of South Africa's most influential motivators.*”

**Council on Education in Management**



### HOW THIS TOPIC STACKS UP



CONTENT:



TOOLS:



MOTIVATION:



ENTERTAINMENT:





TOPIC  
**3**

## TRANSFORMATIONAL LEADERSHIP

*Lead yourself, so that others will follow*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES

*Stef shows leaders how to inspire others. How to help them to "choose" change, and then to make it permanent - both in life and in business, for their own good, the good of the team, and that of the organisation.*

### Your **LEADERS** will:

- Learn how to harness the latent potential of your most valuable asset: your people
- Discover how they can influence others to change for the better, and how to make it last
- Learn how to foster a sense of ownership and personal accountability
- Be equipped to influence others towards overall improvement of results
- Discover what drives us, and how 'motivation' really works
- Understand why people typically avoid change, and how to overcome this barrier
- Explore the key ingredients to making 'change' permanent

**AUDIENCE:** Leaders at every level.

**OCCASION:** Any time you have your leaders together. Also a great addition to your in-house leadership development programmes.

**OUTCOME:** Leaders who know how to unlock the potential of their people, and who want to get on with it.

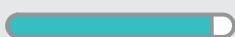
**RESOURCES:** Online self-assessments and weekly delivered e-course to help participants to facilitate lasting personal transformation - first in themselves, and then in those whom they lead.  
*Resources optional.*

**“After our session with Stef, our attitude towards each other, and the workforce, will never be the same again. I have never seen a speaker like him.”**

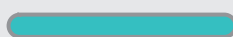
**Rickson Mboweni**  
as Labour Relations Manager, **Arcelor Mittal**



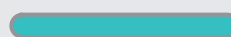
HOW THIS TOPIC  
**STACKS UP**



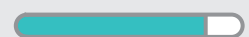
CONTENT:



TOOLS:



MOTIVATION:



ENTERTAINMENT:



**EPIC TEAM**

ownership through truth and trust

**STEF DU PLESSIS**

motivational and business **speaker**

TOPIC  
**4**

## HIGH PERFORMANCE TEAMS

*Building teams that deliver results*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES



BOOK  
eBOOK

*Stef shows teams how to create an environment of truth and trust, where everyone supports team decisions, and assumes personal responsibility for the achievement of strategic objectives.*

### What's in it for THE TEAM

- Learn why most teams fail, and what you can do to avoid it
- Find out how to build deep-rooted team trust
- Create a safe environment where everyone can "say it as it is"
- Make decisions that everyone on the team will "own"
- Learn to focus on what's really important
- Achieve team-based results

**AUDIENCE:** All teams, especially management and executive teams.

**OCCASION:** Team building events, leadership break aways and executive retreats. On-boarding or formation of new teams, or to support company restructuring process. Ideal for mergers and acquisitions.

**OUTCOME:** Learn what makes so many teams dysfunctional, and how to avoid these traps. Immediately take team trust to the next level, and drive results.

**RESOURCES:** Original copy of Patrick Lencioni's seminal book on team effectiveness and enrollment to Stef's online 20-step implementation companion (delivered weekly) to help embed Lencioni's five-step model.

**“One of the world's leading practitioners when it comes to teams and team leadership.”**

*Institute for International Research, Dubai*

HOW THIS TOPIC  
**STACKS UP**

CONTENT:

TOOLS:

MOTIVATION:

ENTERTAINMENT:





TOPIC  
**5**

## ADDING PURPOSE TO SALES

*Add zeros, not percentage points*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES

*Teach your sales team techniques, and you will no doubt improve the odds that they will meet targets. Hone these skills, and you could even add incremental percentage-point improvements. Or replace pitch with purpose, and add zeros to your bottom line.*

In this presentation, Stef shares unique insights - taught to him by some of the world's highest earning salespeople - which have placed him in the top 5% of salespeople in the world and gained him international recognition.

- **What's in it for THE ORGANISATION**  
Self-driven, motivated sales force that will protect your brand, ensure client retention and deliver sustainable results
- **What's in it for THE SALESPERSON**  
Improved clarity of purpose, renewed commitment to sales targets, career enrichment and increased personal earnings
- **What's in it for YOUR CLIENT**  
Visible evidence that they are more than a transactional line item – even when they don't buy

**AUDIENCE:** Everyone in sales, specifically commissioned salespeople and particularly top producers. Strong message for sales managers. All industries, especially pharmaceuticals, financial services, real estate and automotive sales.

**OCCASION:** Sales rallies. Incentive events. Sales / sales management training. Or any time you need to refocus your sales team.

**OUTCOME:** A purpose-driven, target focused sales team who are in it for more than just the commission.

**RESOURCES:** Online self-assessments and weekly delivered e-course. Resources optional.

**“Absolutely brilliant.”**

**Angela Fox, Director, Vermont Sales (PTY) Ltd**

HOW THIS TOPIC  
**STACKS UP**

CONTENT:

TOOLS:

MOTIVATION:

ENTERTAINMENT:





TOPIC  
**6**

## HOW TO CREATE A WINNING WORKPLACE CULTURE

*Boost performance and improve results*



KEYNOTE  
30 - 90 MINS



WORKSHOP  
3 HRS - FULL DAY



ONLINE  
RESOURCES



BOOK  
eBOOK

*Research shows that employees can, and want to, 'give' more. What stops them? Workplace culture. Managers know this - but most admit that they don't know how to manage culture. So it's left to chance. Stef shows them how the concept of Unwritten Ground Rules, or UGRs can change that, for good.*

### Why YOUR ORGANISATION needs this presentation:

- Tap into the full potential of your people
- Create a place where contributions count for something, and where people "want to" work
- Make your people forever more conscious of "the way we do things around here", so that they will constantly seek opportunities to improve on the way they go about your business
- Improve overall performance and drive results
- A must-have presentation if you are in the throes of a restructure, merger or acquisition.

**AUDIENCE:** Everyone. Especially leaders.

**OCCASION:** Company get-together, staff meetings, management retreats or strategic planning sessions. Ideal as part of a transformation process. Perfect for the occasions when people are just not performing to standard, and need some direction.

**OUTCOME:** Educate people about their role in creating a winning workplace culture. Show them what's in it for them. Change the way things get done. Crank up results.

**RESOURCES:** Comprehensive online vault of tools, resources and assessments available to help implement, measure and sustain workplace culture transformation. *Resources optional.*



“UGRs initiated a corporate “Road to Damascus” experience, creating the foundation for our future sustainable success.”

**Ian Cockerill**  
as President, **Gold Fields Limited**



### HOW THIS TOPIC STACKS UP

CONTENT:

TOOLS:

MOTIVATION:

ENTERTAINMENT:

# EPIC

empowering people  
inspiring cultures

# STEF DU PLESSIS

empowering **people** | inspiring **cultures**



## CONTACT STEF NOW

TO EXPLORE HOW HE CAN WORK WITH YOU

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