



## Laura Stack Customizes Her Presentations Based Upon the Following Criterion:

Audience	Meeting Type	Challenge Areas	Keynote	Seminar Topics	Book
C-Suite Senior VP VP Director	Leadership meetings Retreats Association Meetings	<ul style="list-style-type: none"> <li>• Slow Execution</li> <li>• Lack of focus on strategic issues</li> <li>• Managing vs. Leading</li> <li>• Change Resistance</li> </ul>	<p>"Execution IS the Strategy: 36 Execution Obstacles"</p> <p>(Custom assessment for each group)</p>	<ul style="list-style-type: none"> <li>• Strategy Execution</li> <li>• Agility</li> <li>• Creating High-Performance Workplaces</li> <li>• Employee Productivity</li> </ul>	<p><i>Execution IS the Strategy How Leaders Create Maximum Results in Minimum Time</i></p> <p>See: <i>ExecutionIsTheStrategy.com</i></p>
Mid-to-Senior Level Managers Line Managers Sales Managers (Has Direct Reports)	Management meetings Team meetings Association meetings	<ul style="list-style-type: none"> <li>• Collective productivity</li> <li>• Process inefficiencies</li> <li>• Team performance</li> <li>• Lack of focus</li> <li>• Too many meetings</li> </ul>	<p>"Looking at Time Through the Lens of Leadership"</p> <p>"Super Competent"</p>	<ul style="list-style-type: none"> <li>• Team productivity</li> <li>• Delegation</li> <li>• Meeting management</li> <li>• Collective focus</li> <li>• Process Improvement</li> <li>• Planning</li> </ul>	<p><i>SuperCompetent: Doing the Right Things Right</i> (hits bookstores in winter 2015)</p>
Sales Pros Staff Positions Corporate Office Individual Contributors	All-hands event Staff meetings Department meetings Onsite Training Sales meetings Association	<ul style="list-style-type: none"> <li>• Distraction</li> <li>• Too many emails</li> <li>• Poor time management and scheduling</li> <li>• Disorganized</li> <li>• Wasting time</li> <li>• Burnout and overload</li> </ul>	<p>"What to Do When There's Too Much to Do"</p> <p>"Attack of the Productivity Suckers"</p> <p>"How to Be PRODUCTIVE"</p>	<ul style="list-style-type: none"> <li>• Outlook skills</li> <li>• Life balance</li> <li>• Stress management</li> <li>• Time Management</li> <li>• Interruptions</li> <li>• Concentration</li> <li>• Prioritization</li> <li>• Scheduling</li> </ul>	<p><i>What to Do When There's Too Much to Do</i></p> <p><i>Leave the Office Earlier</i></p> <p><i>The Exhaustion Cure</i></p> <p><i>Find More Time</i></p>