

There's Always a Character in the Room

How to Engage Any Group of People to Get Results



One of Richard's more popular presentations, "Their Always a Character in the Room" is a high energy, entertaining, funny and engaging look at the various characters at play in organizations and group settings. From the person who never stops talking, the one who never says a word, or those great people who host their own meeting, we all have to deal with characters. During this presentation

Richard helps you see the cartoonish characters in any room and provides you hands-on-approaches now so you effectively engage the characters to manage any group situation. This is especially important during meetings, small group interactions and facilitated sessions. The better you are able to cartoonize characters and apply approaches to move groups forward, the better you will be able to move your projects forward. Know the group dynamics, the characters and what to do about it.

You will learn:

Hanging Out in the Gathering – understanding the gathering is part of seeing the characters in the room, the personas. The life lesson starts with unearthing the character next to you and seeing them in the act of doing what they do.

Characters Everywhere – everyone has a role they play in a group and organization; from the person who never stops talking, always has an opinion, to the two people who are cozy and carry on their own meetings, or the great divide where nothing gets solved or done, to the people who say nothing and stay on the fringes being wallflowers. Learn how to identify the characters and address situations on the fly.

Cartoonist Character Engagement – Seeing people as a cartoon character allows you the freedom to have some fun. Here you take what you learn, apply it to the people in the room to solve problems and move forward.

There's Always a Challenge: Outcomes are create through taking action. Richard's keynotes are in-the-now, practical and action focused. Participants leave agreeing to "Do-One-Thing-Now" so they create the greatest impact in the next 30 days.

Concurrent and Breakout Sessions: Richard can also provide interactive learning opportunities for participants in concurrents, breakouts and training programs at any event. His focus is always about relevant connected topics in a 60 minute to half-day format.

What's Up Doc: This is not a profiling program. It is focused on the art of facilitation and transformation through dealing with a variety of characters, issues and roles people and groups play when engaged in meetings, workshops or group events.

Richard Lannon – S.E.T. for Success

business strategists | speaker | trainer | coach | author | blogger | radio host

Raised in an entrepreneur family, Richard learned to find opportunities, solve problems and implement solutions quickly. Over the course of his career he became a strategist, helping organizations find the road to their success.

His cross-industry experience has made him a proven expert, one who has worked with top tier corporations (*Canadian Pacific Railway, PanCanadian, Enbridge, Enmax*), a big four consulting firm (*PricewaterhouseCoopers*), mid-level enterprises (*Rana, Multicrete, Poulins, Granny's*), and with small business leaders globally.

As a speaker, Richard takes the audience on a powerful journey, engaging people, bridging gaps and building business brainpower for better decisions and solutions for your organization.

An award winning speaker/trainer, international publication contributor, business author, podcaster and radio personality, Richard researches, writes and speaks on how to structure, engage and transform business strategically for business leaders and professionals globally.

Alongside his cross industry experience is a *cheeky and fun personality*. When Richard speaks get ready to be engaged and entertained.

With his no nonsense approach, stories and examples, Richard *guides* you to a renewed vision, common direction and an action roadmap for your business success.



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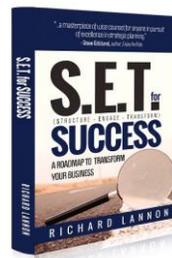
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Richard's new book "S.E.T. for Success, a roadmap to transform your business" is a great addition to your business library, organization or delegate package.

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