



# LAUREN SCHIEFFER, CSP THE COLONEL'S DAUGHTER



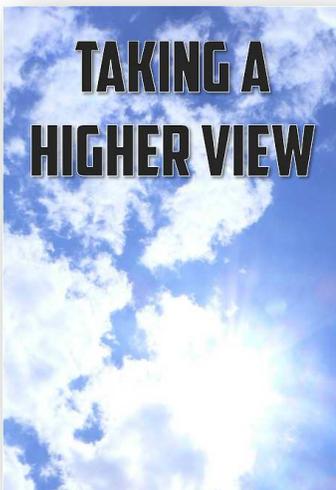
## PERSPECTIVES ON

## RESPECT, LEADERSHIP, COMMUNICATION, AND ACCOUNTABILITY

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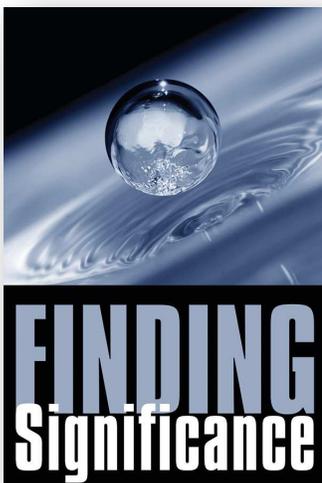
### SIGNATURE PRESENTATIONS

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On your life's journey, you will encounter balcony people and you will encounter basement people. Whereas basement people see fault first, and believe that a something can't or shouldn't be done; **Balcony people** are perpetual optimists. They believe that you can do anything, if you believe you can and are willing to put in the effort. They see possibilities rather than limitations. Balcony people inspire and empower others to reach farther and achieve more. The Colonel was a balcony person and instilled the same values in his daughter. In this humorous and heartwarming presentation, The Colonel's Daughter shares her insights on and the benefits of living a life as a balcony person – and how YOU can do the same!

**Takeaway message: This presentation will inspire and empower you to climb up on the balcony and choose a Higher View which leads ultimately to higher success!**



**SIGNIFICANCE** is making every part of the world you touch better for having interacted with you. It's about creating a lasting impact and a positive legacy. You will have realized significance when people who describe you are not talking about what you have achieved for yourself but rather what you have accomplished for the benefit of others. Too many of us equate success with significance - or our focus on achieving financial success blinds us to the possibility of creating a life of real meaning. This is a humorous, eye-opening presentation that lifts audiences to a richer, more transcendent vantage from which they can discover the true, rewarding definition of success.

**Takeaway Message: This presentation will refocus people's attention on what's important and help them to develop an "ownership mindset" built on a culture of trust and continuous interaction.**

# ADDITIONAL PRESENTATIONS...

All six of Lauren's presentations are available as keynote speeches or breakout sessions. Why not have Lauren present a keynote AND a breakout? Contact her office for details.



## BEFORE IT COMES TO BLOWS!

*MANAGING CONFLICT FROM HIGHER GROUND*

The most dynamic and successful organizations (and people!) learn how to resolve conflict before it starts—and create an atmosphere that fosters understanding and expression. These skills do not

typically come naturally, but they can be learned. This engaging session will show you how to prevent, manage and resolve conflict before it comes to blows!

### Key Takeaways

- The value of conflict prevention vs. conflict management
- How to function successfully in the midst of ongoing conflict
- How to find the win-win-win from a well-managed conflict



## ARE MY CO-WORKERS ALIENS?

*DISCOVERING THE TRUE KEY TO COMMUNICATION*

We all have days that we think our co-workers are from another planet. Chances are more likely you aren't "speaking their language." Keeping employees

motivated to reach their full potential and remain engaged requires adapting how you communicate to meet the other person at his or her comfort zone. This session teaches you how to meet the other person on their terms, not yours, so you'll be certain your message is received loud and, most of all, clear.

### Key Takeaways

- How to recognize your own comfort zone as well as others'
- How to flex your communication style to meet theirs for better results
- How to avoid conflict by eliminating surface level personality differences



## GENERATIONS AT WORK

*INTERACTIONS TO INCREASE PERFORMANCE*

For the first time in American history, there are four generations in the workplace. The "old folks" are not obsolete, and the "kids" are not sloppy and lazy.

Each brings an important energy and contribution to the team. This fun and interactive session allows you to understand each generation's driving influences and gives you what you need to communicate for greater effectiveness and harmony.

### Key Takeaways

- Core characteristics of each of the four generations
- Influencing factors that create emotional drivers
- Tips for communicating with and motivating each generation—especially the largest and still growing generation: Millennials



## ARE YOU GETTING THIS?

*COMMUNICATING FOR RESULTS AND RESPECT*

The greatest hindrance to growth in any organization or in any individual career is poor communication—both up and down the ladder. This engaging, entertaining presentation details the most important avenues to

sustaining staff peak performance and gaining customer loyalty in the 21st Century.

### Key Takeaways

- Core causes of poor communication
- The toxic results of poor communication and how to avoid them
- How to be heard, understood and to get the results you want.

# RAVE REVIEWS...



Dear Lauren,

I really enjoyed your keynote, "Before it Comes to Blows". (I must tell you that your handouts were the finest quality of the entire conference and most professional in my opinion.) It was engaging, entertaining and full of solid content that I can apply immediately.

As a matter of fact, today I reviewed my notes from the handout and used it to help coach one of my associates on key pillars he too should use to help him in his conflicts with those he supervises. At the end of our meeting, I believe I saw in him a new outlook on how he could/should deal with conflicts.

Thanks for the fun, the laughs and the great content.

All the Best,

David Elliott  
Sales Manager

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December 1, 2014

Lauren Schieffer  
P.O. Box 4456  
Olathe, KS 66062

Lauren,

On behalf of the students, faculty and staff, I want to thank you for presenting at Northwest Missouri State University. We so rarely receive any feedback, so when I received great comments from the participants, such as, "She was best presenter we've ever had," and "I really got something out of this session," I know you were a hit!

I look forward to bring you back again in the future.

Regards,

Paula McLain  
Senior Human Resources Generalist/Student Employment  
Northwest Missouri State University  
800 University Drive  
Maryville, MO 64468  
660-562-1140



*"I was blown away by Lauren's passion, infectious attitude and professionalism. Lauren was able to electrify the audience, and set the pace for our animated event. We have a wide array of attendees. Lauren was able to engage all of the audience with ease, and because of her expertise, our audience was able to enjoy every aspect of the event. We look forward to having Lauren again!"*

**DEVIN CARTER, CHAIRPERSON – TOUCH-A-TRUCK ANNUAL GALA 2016**

*"Lauren's program was informative, entertaining, insightful, and offered practical concepts they were able to apply immediately. Since attending her program, I've seen a real difference in how my staff communicates with both their agents and customers."*

**JEAN BURKE, STATE FARM INSURANCE**

*"Lauren is SO much fun. We laughed so much and we loved her stories. But this wasn't just a motivational 'rah rah' session. We all walked out the door today with information that we could immediately put in place in our business and in our lives. It was a program focusing on real communication and life skills that all attendees can use."*

**Jan Moses, Ind. Sales Director, Mary Kay Cosmetics**

*"Lauren is a unique combination of an excellent communicator, offering relevant content and bottled sunshine. She is not to be missed!"*

**Lisa Allen, eWomen Network Conference**

*"I have already had people tell me my communication has improved just since Lauren's program. With what I learned I am now able to tactfully, and with respect to the individual, get my point across and get things done. Everyone should learn from Lauren!"*

**MITCH ANGEL, COOGEE CHEMICALS, PERTH, WA, AUS**

# THE COLONEL'S DAUGHTER IS UNLIKE ANY OTHER!



**Authentic. Inspiring.  
Effective. Genuine.**

**Lauren will turn your next  
event into a TRANSCENDENT  
experience for  
your entire team.  
Don't wait! Book her now!**

As the daughter of a career Air Force officer, Lauren Schieffer grew up being uprooted and relocated every couple of years. This imbued her with a profound independence and ability to adapt to changing circumstances.

Lauren is a recovering bulimic and an assault survivor so she knows a bit about adversity. None-the-less she never lets what life has thrown at her bring her down. The lessons she learned from "The Colonel" have helped her overcome adversity with humility and a sense of humor.

Able to relate to and energize everyone from the custodial staff to C-Level executives, Lauren Schieffer is a master storytelling, delivering inspirational and relevant content that empowers people to absorb and act upon what they've heard, and she does so in an entertaining manner with a dry sense of humor that keeps them chuckling while they're learning.

Her enthusiasm is contagious and her passion is unmistakable.

**TO BOOK LAUREN:**

**[info@laurenschieffer.com](mailto:info@laurenschieffer.com)**

**913-530-6673**

**[www.laurenschieffer.com](http://www.laurenschieffer.com)**

