

# WHY HIRE

Steve  
Prentice

Keynote Speaker - Business Humor

Why should you hire me? That's a good question that deserves a great answer.



## Quality of the Content

A humorous keynote speech should be informative as well as entertaining. While making people laugh, it should also deliver something that connects with every attendee on a practical level. They should leave the event (not just my speech, but your event) feeling positive and engaged emotionally.

That's what my presentation does. The humor is safe and clean, and deals with topics that everyone who has ever worked in an office can relate to and laugh with.

## Why Hire Steve?

### Leveraging the Wisdom of the Speaker

Speakers should know what they are talking about. Humorists even more so. I have worked as a consultant, project manager, researcher, writer, tester, and team manager at a number of organizations including SAP, CA Technologies, Cisco, Enablon, the Ontario Hospital Association, Ontario Power Generation and many more.

These roles have involved a great deal of hands-on, sleeves-rolled-up work in areas such as change management, time management, project management, meeting management, e-commerce, website reconstruction, social media strategies, software testing, occupational health and safety, implantation of mobile technologies, and establishment of strategies around new technologies like blockchain. That's where my material comes from.

Add to this two university degrees, one in journalism and the other in psychology. I also attended Law School (but switched to psychology) and was York University's Rhodes Scholarship candidate for 1991.

I speak about what I know, what I have done, and what I have researched and learned, to make real things happen for real people.

### Other Clients Must Also Be Happy

I was awarded Platinum Status for consistently high ratings by Meeting Professionals International (MPI) in the U.S., and I have been a featured speaker at the Chartered Professional Accountants of Ontario for over 10 years, as well as the executive leadership groups TEC Canada and CEO Global. I am also a frequent guest on all types of news media, and much of my speaking work is repeat and referral.



### It Helps to Be a Published Author



I have two books that were handled by one of the best-known publishers in the world, John Wiley & Sons. *Cool Time: A Hands-On Guide for Managing Work and Balancing Time* briefly became a business best seller in Canada and is still enjoying brisk sales worldwide. Writing a book means you have both the experience and the organizational skills to, well, write a book. I have also ghost written several books for other business executives, which is something I can only prove privately.

### When You're Good, the Universities Want You to Teach

I am proud to be a regular instructor at the Management Development Centre at the University of Ontario Institute of Technology. UOIT is a new university based in Oshawa, Ontario. It has an aggressive agenda of pursuing forms of education that are timely and market ready, and it is already making a name for itself in numerous areas of engineering, computer science, robotics, automotive and much more. I teach courses in Management Excellence, Change Management, Leadership and Workplace Innovation, and have done so for seven years as of January 2019.



## Why Hire Steve?

### The Media Also Wants You

I am frequently called on by major media in Canada and the US to comment on issues dealing with change, workplace dynamics, time management and workplace technology. I even appeared as part of a series of Holiday season PSAs for CIBC. (Note the festive long hair)



I am on journalists' speed-dials because I am reliable, informative and I know how to work with interviewers and media. It's not about me, it's about them, and the audience. (For a full list See my Media Appearances PDF at [stevenprentice.com/about.html](http://stevenprentice.com/about.html))

I have also *been* the media, as producer, writer and host for the TV series CEO-TV that ran Canada-wide in 2008-2009, and featured Sarah Freemark, now host of CTV Ottawa Morning Live. CEO-TV profiled Canadian business success stories, like Christine Magee of Sleep Country Canada and Dave Patchell-Evans, founder of Goodlife Fitness Centres.

### Presentations Must NEVER be Shrink-Wrapped

Have you ever watched a presenter who seems not to know what town he/she is in or who the company paying for the speech is? That should never happen. A corporate keynote should speak directly to the audience and should demonstrate a tangible amount of knowledge about the industry. That only comes with experience. Everyone of my presentations is customized to your industry and actionable takeaways are guaranteed.

### Sometimes a Keynote is Part of Something Bigger

Some companies hire me to be their "opener" for a retreat or convention, setting a positive, upbeat tone for the entire event. Others hire me as their closer, to end the event with a memorable and enjoyable collective experience. That's what keynotes should do: they should inform, but they should also contribute to a greater good, which always involves the emotions and impressions that a retreat or convention was designed to deliver.

### It's Never About the Speaker

The speaker is there to make you, the event coordinator, look great. When you choose to hire a speaker, there is great risk involved. You are staking your reputation on making a choice that everyone will remember long after the speaker has gone. A responsible speaker makes sure to work closely with event coordinators for weeks or months prior to the event to ensure everything is appropriate and that there are no surprises.

The following pages list the companies I have spoken to over the past 20 years, as well as some testimonials. Thanks for reading.

A handwritten signature in black ink that reads "Steve".

## Why Hire Steve?

### Testimonials

Here are just a few of the many testimonials and letters of thanks I have received. Not every client writes a testimonial. Some just invite me back, again and again and again.

"I found the presentation immensely beneficial. I have been sharing the lessons with my team every day one tip at a time during our 10min meetings. Once I have some evidence of the benefits I will be telling the Kitchener office they would be crazy not to take some similar training."

Michael Pires, P.Eng., Enermodal Engineering | A member of MMM Group

"Steve spoke on "Putting More Life Into Your Meetings" at the September Educational Program for GaMPI-Meeting Professionals International, Georgia chapter. It was by far one of the best presentation sessions I have ever attended at our monthly luncheons. Steve knew our industry, the subject matter and what's important to our audience very, very well. He brought life into the room and kept the audience engaged with his dynamic speaking style. I would recommend any organization hire Steve for an engaging, educational experience. Thank you, Steve!"

Kristy Barnes  
Meeting Professionals International (MPI)  
Atlanta GA Chapter

Thank you so much for your presentation to the MPI - Bluegrass Chapter last Thursday. I will admit that this is the first time I have ever responded to a speaker following their presentation. I received more out of your message than all previous speakers in the past, combined. I have tried to adapt some of your suggestions into my routine for the past few days (especially the protein for breakfast) and am seeing positive results. Thank you for a wonderful message. I just felt compelled to let you know that you are making a difference. Have a wonderful day!

Debbie Gibbs, CMP  
Catering Manager Hyatt Regency Louisville  
Meeting Professionals International (MPI) Louisville KY Chapter

Thank you for coming back to provide such a good presentation for our members. It was extremely well received by our members. It represented the largest number of members at the Markham location since it opened in January. Once again, your knowledge and understanding of the topic were recognized by our members. We do look forward to your next visit.

Frances McKenzie  
Speakers Coordinator  
HAPPEN.ca

Just a quick note to thank you for delivering a great presentation today. The agents loved it and I really look forward to working with you again soon.

Nelson Goulart  
Broker of Record, Owner  
Signature Service/GMAC Real Estate

## Why Hire Steve?

On behalf of the Association of Corporate Travel Executives (ACTE), I would like to extend a sincere thank you for your dynamic keynote presentation at the 2009 Canada Education Conference in Toronto. Your presentation generated a real buzz among our attendees. We appreciate the effort that went into making this session memorable and we will certainly share our great experience with others. I hope that we have the opportunity to work together again in the future.

Monica Hailstone  
Regional Director,  
ACTE Canada

The session last week was wonderful. I've attended many time management-related sessions in my time and I found this one to be refreshing and applicable. I sincerely appreciated the follow-up commitment to the participants. The overwhelming comment was "not long enough."

Laurie Miller  
Project/Relationship Manager  
RBC Investments

On behalf of the Ontario Hospital Association, I wish to express my sincere thanks and appreciation to you for participating at the conference. You covered in great detail all the issues requested and more! Great interaction with the audience.

Todd Hutchings  
Program Planner  
Ontario Hospital Association

Steve has been conducting seminars for the ScotiaMcLeod Institute on Time Management since 2001. Here are some of the comments from recent programs:

- Steve is an excellent speaker
- Steven provided us with some very good ideas
- This was a very informative presentation.

Linda White  
Director, Head of Training  
ScotiaMcLeod

I wanted to send you a formal word of thanks for the excellent Breakfast Briefing you offered our members. It was very well received and the evaluations, uniformly excellent. As members, they can be highly critical and do not give compliments idly. So, getting a high score from them is even more significant than might usually be the case.

Participation in this event came from all management levels and from many industries -from Ontario Hydro Generation to GE Capital Mortgage Insurance; from Citco (Canada) to DuPont Canada; from BDO Dunwoody LLP to Pharmacia Animal Health; from Blue Giant Equipment to Canada Post. In spite of this great diversity, you were able to impart useful information to all. Again, thank you for your efforts.

Pat Black  
Manager  
Member Services Centre  
The Society of Management Accountants of Ontario

## Why Hire Steve?

Years ago, at a crucial point in my career, I was lucky enough to meet and be coached by Steven Prentice. He taught me strong time management and organizational skills that have helped double my income, while spending more "quality" time with family and indulging my love of travel. Time spent with Steven is "Time well Spent".

Richard Silver  
Bosley Real Estate

Recently, The Citadel General Assurance used the services of Bristall Morgan Inc. to provide one day training sessions on Time Management. This program was based on the content of Steve's book "Cool Time and the Two-Pound Bucket". Steve is an excellent speaker and was very helpful at customizing his courses to our environment and training needs. The content of the training program was practical and participants were motivated to apply their new techniques on the job. I would not hesitate to recommend Steve's seminar to other organizations that would like to provide Time Management training to their organization.

Elizabeth Couture  
Employee Development Specialist  
The Citadel General Assurance Company  
A Member of the "Winterthur" Swiss Insurance Group

Recently HSBC Securities used the services of Steve Prentice from Bristall Morgan, for our Branch Administrators conference this year. Steve conducted a seminar on Time Management. We found his training to be outstanding and managed to capture and maintain the attention of the attendees throughout the entire seminar. We would not hesitate to use his services for future training and recommend his services wholeheartedly.

Joanne Greco  
Senior Manager, Private Client.  
HSBC Securities (Canada) Inc.

I am pleased to offer this letter of reference for Steve Prentice, author of Cool Time. Steve's three 90 minute sessions were one of the most highly rated workshops with participants commenting that the techniques and ideas were of great practical value...As a member of the conference organization committee I found Steve very amenable to customizing his presentation for our audience, incorporating our key acronyms. Steve also proactively surveyed our participants pre-registered in his workshop to assess their specific needs and questions....I would definitely recommend Steve to other organizations interested in providing their employees with practical time management tools and ideas.

Jessica Clark-Barrow  
Marketing Manager, Strategy & Business Development  
CIBC Commercial Banking

## Why Hire Steve?

It is with great pleasure that I write this letter of recommendation for Steve Prentice. Steve has regularly held two seminars for our executive clients in career transition at Knightsbridge Career Management: "Up to Speed" and "Time Management for Executives in Transition". These sessions help our clients become more technology savvy and help them assess and re-think how they use their time. Steve consistently receives very positive feedback for his highly informative sessions and engaging presentation style.

Lucy Vasic  
Principal  
Knightsbridge Career Management