

# **Brian Smith - PLD**

**CEO / President at Power Link Dynamics**

St. Catharines, ON, CA

Management Consultant, Author, Speaker -Specializing in soft-skills training & leadership development

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## **Biography**

Brian Smith - Management Expert, Author and Speaker specializing in soft-skills training and leadership development. Brian works with people who want to learn how to communicate and interact more effectively; and who want to discover how to get the best out of themselves and others. He is the Author of two books "Confessions of a Reformed Control Freak - The Top Ten Sins Most Managers Make & How to Avoid Them" and it's companion workbook "Leadership Lessons from a Reformed Control Freak - The Art of Managing and Leading in the 21st Century". Brian is a former member of the faculty and professor at Algonquin College's School of Business where he taught entrepreneurship, skills for success and professional selling. He travels throughout North America delivering keynote speeches and facilitating workshops to address the challenges facing managers and business leaders today. Don't put your career or your organization at risk - learn to manage and lead the 21st Century way. Contact Brian today.

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## **Availability**

Keynote, Panelist, Workshop, Host/MC, Author Appearance, Corporate Training

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## **Industry Expertise**

Corporate Leadership, Talent Management, Management Consulting, Health and Wellness, Corporate Training, Education/Learning, Training and Development, Business Services, Professional Training and Coaching, Alternative Dispute Resolution

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## **Areas of Expertise**

Communication, Soft-Skills, Leadership, Management Training, Executive Coaching, Leadership Development, Personal Development, Time Management, Team Building, Performance Improvement

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## **Affiliations**

Lead With Giants

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## **Sample Talks**

## **The Top Ten Sins Most Managers Make & How to Avoid Them - 21st Century Skills for Today's Manager**

In this session - led by Behaviorist and Author Brian Smith - a leading authority on soft-skills training and leadership development - he'll reveal the top ten sins most managers make and more importantly - what you can do to avoid them. You'll discover the key to motivating a multi-generational workforce and gain some valuable insight into a leadership style that is right for today's workplace. Managers must do three things very well; they must be able to educate, communicate and delegate effectively. Your future success as a manager will depend on your adaptability and your ability to teach, coach and mentor your team members so they can realize their full potential. This workshop will teach you how.

## **Building Bridges Across The Generational Divide - How to Develop a Collaborative & Cohesive Diverse Team**

Our increasingly diverse society is reflected in our growing workforce. For the first time in our lifetime we have the potential of working with four different generations in the same workplace. As this dramatic shift continues, organizations large and small must continue to strive to help all employees embrace and capitalize on their differences. This presentation provides valuable insight into how to build a collaborative and cohesive team to embrace and capitalize on those differences

## **Staff Disengagement - Top Trends and Remedies**

If you think your employees are listening - think again. Do you feel at times that your staff have tuned out or have turned off? Is it getting more difficult to motivate others? Are you finding more challenging to attract or retain talent? Well you are not alone. Results of a recent survey concluded that only 17% of your staff reported that they were highly engaged. In this session you'll discover what steps you can take to reverse this trend and engage your employee's heads, hearts and hands.

## **Coping with Stress @ Work and @ Home**

Are you looking to find balance and greater satisfaction in both your personal and professional lives? Are you feeling the pressure that today's fast-paced, ever changing environment is putting on you? Team-orientated organizations require flexible, creative and sustainable performance that only comes from people who know how to balance the urgent demands of work and their personal life, without sacrificing either. This workshop will show you how you can have it all.

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## **Event Appearances**

**The Top Ten Sins Most Managers Make & How to Avoid Them**  
Project Management International - PMI Symposium

**Managing for Results - Enhancing Lives and Transforming Leadership**  
Futures Conference 2012 - First Work

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## **Education**

**Algonquin College**  
Certificate - Teaching Adult Life Long Learners Adult Education

## **Accomplishments**

### **Confessions of a Reformed Control Freak - The Top Ten Sins Most Managers Make & How to Avoid Them**

A book written for 21st Century Managers, Team Leaders and Supervisors.

### **Certifide Train-the-Trainer** Cambrian College

### **Teaching Adults Life Long Learners** Teaching Certificate - Algonquin College - Ottawa

### **Gold Star Award of Excellence** Home Hardware Stores - Dealer Award for outstanding sales and customer service

### **Leadership Lessons from a Reformed Control Freak - The Art of Managing and Leading in the 21st Century** Managing - leadership development workbook based on Brian's Four Step Leadership Development Model. Managers and business leaders must be able to connect with others, have exceptional communication skills, educate and delegate effectively. This workbook will teach you how.

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## **Testimonials**

### **Russell Reid**

Just to let you know, your session last Thursday morning was, for me, the highlight of the Futures Conference. A large number of very valuable points, cautions and applicable techniques were gained during that brief time together.

### **Leslie Dean, CHRP, HB Comm, Certified Corporate Coach**

I wanted to write and let you know how much I enjoyed your session - "Confessions of a Reformed Control Freak - The Top Ten Sins Most Managers Make & How to Avoid Them". Your high energy and obvious passion for what you do made of an informative and entertaining hour and a half.

### **Patricia Y. Lai**

Hi Brian - Thanks for a very energetic session at Blue Mountain last week. Being one of the first sessions of the conference has its challenges, but you did a great job getting and keeping us engaged. I learned a lot at your session, and would appreciate a copy of your book.

**Steve Cruickshank**

Thank you Brian for your presentation this morning at the conference. You are a great speaker and showed lots of enthusiasm which contributed positively to my learning experience. Thank you again for a thought provoking presentation with lots of ideas on how to improve my company.

**Heather Wheaton**

"Enhancing Lives & Transforming Leadership - The Art of Managing and Leading in the 21st Century".  
Awesome, lists provided are great. I thought this topic could have had more time. He is a great speaker and there were certain areas that I know he didn't spend much time on that he could have. Best session there. Would have liked to hear more. 45 Members gave a rating for an average of 4.4 out of 5. I think that makes your session a success!

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