

ALAN DEREK UTLEY

SPEAKER AND TRAINER

"Alan brought a dynamic energy to our event. He added depth and urgency to our learning."
Carla S., Comal ISD

"Alan's refreshing, non-traditional style is interactive and fun."
Desiree D., Victoria's Secret

"Alan is a highly gifted speaker who instantly establishes rapport with his audience."
Kevin G., University of Texas San Antonio



"Alan is deeply committed to developing the next generation of leaders."
John T., Heart of Texas Realty

"Alan is a wonderful speaker that breaks the mold and offers a unique approach."
Musanna A., Delta Sigma Pi

"Time spent with Alan was consistently a good investment."
Kerry H., StandardAero

Leadership | Development

Known by many as Mr Nice Guy, Alan's personal passion is bringing empathy and civility back to leadership. Because life's too short to be a mean boss.

With 20 years studying, practicing, and teaching the art and science of leadership across various industries, Alan offers fun, relatable, inspiring, and hands-on lessons your teams can apply within minutes.

Book Alan today for your next seminar or training event. Select from his most popular topics or ask Alan for a customized program to fit your needs.



210.585.1513 | ALANUTLEY@ME.COM
@ALANDUTLEY | ALANDEREKUTLEY.COM



SELF-LEADERSHIP | Put on YOUR Oxygen Mask First

Leaders needlessly sacrifice their minds, bodies, and spirits in the daily grind to lead their teams. While noble, the long-term effects of self-neglect greatly outweigh the immediate gains. In this moving talk, we introduce four pillars for self-leadership – the *S-E-L-F* framework – inspired by the work of history's top thought-leaders.

INFLUENCE FOR HR | How to be an HR Ninja

Organizations increasingly look to HR for help in managing their people. Sounds easy, but in reality this requires a special combination of influence and partnering skills. This interactive session teaches the critical *HR Ninja* skills required to strategically navigate any business relationship.

TEAM BUILDING | Meeting of the Minds (Emergenetics®)

Conducted by a certified Emergenetics® associate, this half- or full-day workshop reveals individual thinking and behavioral preferences through experiential and interactive learning. It's a customizable, results-driven and engaging session focused on communication and how to use Emergenetics® for increasing self-awareness and building more effective teams. Companies around the world have used this program to help teams understand self and others, communicate more effectively, understand others' perceptions, make better decisions, and value their gifts.



AUTHENTIC LEADERSHIP | Playing the Part of Leader

Are you acting like a leader or being one? The best actors cause you to forget what you're watching is make-believe. Likewise, the best leaders engage the mind, heart, and soul in a genuine portrayal of the part. They don't merely act like a leader. They truly lead. In this unique session, leadership takes the stage with *five acting techniques* to inspire you to lead with authenticity.

INFLUENCE | How to Win Influence and Keep It

Leaders must master the art of influence if they expect to make a difference. But how does one gain influence and keep it? The answer is trickier than you think. In this session we introduce two types of power, explore the *Earned-Power Triad*, and expose the secret to sustainable, career-lasting influence.

LEAVING A LEGACY | The Only Way to Define Your Career

A successful career is built on talent and achievement. At least, that's what I thought until one event forced me to reconsider how truly successful people define their careers. In this talk, I recount the incident that opened my eyes to the secret to a successful career and I offer the *Three Career Principles* I now follow to ensure my work has purpose.

CHANGE MANAGEMENT | How to Make Change Stick

Organizational changes never stick. Why? Leaders don't follow-through. Implementation is a critical aspect of any change initiative, but when done poorly it causes an avalanche of bad consequences. In this interactive session several methods are shared to ensure your new change efforts leave the right lasting impression.

NEW LEADERS | You're a New Leader. Now What?!

Congratulations, you're a new leader. Now what? In this fun, fast-paced session new leaders explain their roles using the *What-Where-How* framework and learn how to set goals to lead themselves and their organizations to success.

TRAINING | The 5 Things Your Classroom Training Needs

Corporate training budgets are declining. Employee attention spans are waning. As a result, the value of traditional teaching techniques are being questioned. In this fun and interactive workshop, learn to apply the research-based *PREPT* model to ensure your classroom training programs get real business results.

NETWORKING | Your Resume Won't Get You Hired

While recruiting technology is getting smarter and more widespread, referrals continue to be an employer's most valuable source for hiring talent. This means job candidates need to know how to build and manage their networks, and do much more than just submit their resumes. In this session, the *COACH* model is introduced to unlock the five secrets of networking.