



Chris Helder

// Sales & Influence

“Chris’ messages were simple and powerful enough for any person to take on board, to improve their lives, but specific enough to our organisation to make a difference to the way we do business each day.”

Citibank

Biography

Is creating lasting rapport with your clients, team and colleagues more important than mastering the ‘hard sell’? Chris Helder is the most sought after keynote speaker in Australia when it comes to mastering the power of mindsets, genuine communication and influence. Chris speaks at conferences in the areas of sales, communication, influence, change and developing a mindset for growth. Well known for his powerful keynote presentations, Chris provides audiences with the tools to master the art of influence with both clients and themselves. He is also the acclaimed author of leading sales and motivation books ‘Stop Selling! -The Art of Reading the Client & Winning the Business’ and ‘Street Smart - Playing & Winning the Corporate Game’.

Programs

Mindset for Growth in Retracting Times

Chris looks at the mindsets of organisations and individuals that engage in a philosophy of GROWTH, as opposed to those that expect to RETRACT. He walks audiences through simple timeline techniques, described in his sessions as the “Chunk Up” philosophy.

The Power of Influence

Where most sales speakers teach how to talk ‘at’ clients and colleagues, Chris has a fresh approach that concentrates on understanding those you are trying to influence, in order to create a stronger connection and ultimately result.

The Five Keys to Momentum

Chris Helder will share the keys to creating MOMENTUM in your business and your life. Including ways to deal with the negative self-communication that often stops momentum before it has a chance to really start.

Past Clients

Suncorp, Graphisoft, Citibank, Merrill Lynch, GlaxoSmithKline, IBM, Asteron, ING, Fuji Xerox, Levi’s, Comminsure, MBF



VIDEO



WEBSITE