

## Speaker Topics:

### **Emotions Drive People, People Drive Performance: Using Emotional Intelligence To Drive Results**

EQ is not just another 'fad', instead recent research shows it is the root source for optimal performance. Emotions are contagious; are the attitudes of your leaders and YOU worth catching? It's not only what you do but how you do it that matters. Studies now show that to be an effective leader, salesperson or human being for that matter, you need not only intellectual smarts, but emotional management as well. This interactive session will show you how to harness and leverage emotions that ultimately drive people's performance and lead to higher levels of engagement and business results. GOT EQ?

### **Change Works...Sometimes: What every manager and leader needs to know to make change stick**

It is estimated that over 70% of change initiatives in organizations do not yield the results that are needed. There are many reasons for these failures; one key reason is the lack of preparation for and skill with the human-side of change. Great strategies fail when people don't buy-in and execute them. This interactive presentation helps those leading change to consider the emotional dynamics of change.

### **Are You a Leader Worth Following: Building trust as the leader-coach**

The coach-leader values trusting relationships and has skills to strengthen the relationship in a way that helps each team member grow. Using the action-oriented model of emotional intelligence (EQ), *Know Yourself, Choose Yourself, Give Yourself*, participants will consider what it takes to build trusting relationships that allows them to be effective in their role of developing people so they can be leaders worth following.

### **5 Principles of Transformation...Or how to have your Best Year Yet!**

This presentation helps the Solo-preneur and small business owner close the gap between where they are and where they want to be – DESPITE what is happening around them. This interactive presentation looks at five principles of transformation that participants CAN do now that will get them on the pathway to success, helping them have their Best Year Yet year after year.

### **The Anatomy of Performance: The WHATs and the HOWs of Higher Performance**

Organizations are going through tremendous upheaval. While organizations typically face change when trying to achieve results, many of today's organizations are facing performance disruptions. This requires a new way of thinking about how to achieve results as the old way of working through change doesn't pay off. This presentation helps participants understand WHAT organizations can do to expand performance potential and gives them the HOW's to achieve it.

## Recent Speaking Engagements

- Oregon State Training Summit, May 2008
- Sandy Chamber Women in Business Conference, August 2008
- Utah Crossroads Conference, Society of Human Resource Management, September 2008
- Utah Training Consortium, October 2008
- *Keynote:* Keller Williams Business Planning Workshop, November 2008
- Young Professionals Council, November 2008 & 2009
- Project Management Institute of Utah, November 2008
- Utah Banker's Association Women's Business Conference, April 2009
- Utah Woman & Business Conference, November, 2009
- ASTD San Diego, Your Turn to Learn Conference, November, 2009

## Testimonials

- *“Excellent presentation. Informative & current. Will definitely use at work.”* Chloe Minard, DMV
- *“Of all the presentations I attended during the conference Kimberly's actually gave me a process I could implement. I really enjoyed her energy. It was very empowering!”* Chantel Chase, VP Zions National Bank
- *“Kimberly Kniveton was great! Her attitude and the way she presented herself and her presentation was simply fascinating. I learned a lot and her outgoing personality definitely made it that much more exciting to engage in what she was educating me about. Thanks again Kim and I will be applying what I have learned to improve my department.”* Natasha Poulou
- *“Thank you for so much leadership & clarity in delivering the workshop.”* Dara Wilson, Department of Education
- *“Kim's presentation had concrete and useable ideas. At the same time, she was motivating & inspiring.”* Questar Training Symposium participant
- *“Again, thank you for conducting such an informative and compelling workshop - I learned a lot.”* ASTD San Diego Participant

## Bio



**Kimberly Kniveton MBA, ACC**, founder of Ascent Coaching & Consulting has 18 years of human capital, organizational development, training and coaching experience. Kim supports leaders and organizations gain alignment, clarity and most of all, results in what matters most. Kim's real passion is to help others create changes which make a positive difference. Kim has a BA in psychology and communications, obtained Her MBA in 2000 and received her coach specific training from CoachU. She is an ACC certified coach with the International Coach Federation, an Advanced EQ Practitioner through the Six Seconds Emotional Intelligence Network, qualified in various assessment tools, and is licensed to run

both team and professional Producing Results programs with Best Year Yet. Kim is on the adjunct staff at the University of Utah Professional Development Center and sits on various board positions including the 2009 President of the Utah chapter of the American Society of Training and Development. Kim lives in Salt Lake City Utah with her husband and two children.

**Contact Kim for your next conference, monthly meeting or to facilitate a group retreat.**

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## Certifications

