

# Terri Kabachnick



Fish gotta swim - birds gotta fly!

## Perfecting the Human Side of Business



An internationally recognized expert and motivational speaker on perfecting the human side of business, Terri has more than 17 years of first-hand retail experience in executive and sales management, finance, marketing, and restructuring. In addition, she has spent almost 20 years helping companies profit from the people in their organizations.

Terri boasts a distinguished background that retailing executives hail as the substance that makes a difference in Terri's presentations.

### Results are:

- Increased retention
- Improved productivity
- People as your competitive advantage
- High performance teams
- Superior hiring practices
- Customer satisfaction as a result of employee satisfaction
- Quicker conflict resolution

### Professional affiliations:

National Speakers Association (NSA)  
National Retail Federation (NRF)  
Retail Advertising Marketing Association (RAMA)  
Society for Human Resource Management (SHRM)  
American Society for Training and Development (ASTD)  
National Speakers Association –  
Vice President, Central Florida Chapter

### Creator of:

*Retail Interactive Coach*® - Interactive Retail Training Program  
*Simplify Your Life Concepts*®, Image Consulting Company  
*S.T.A.R. Program*® – Interactive Behavioral Selling

### Special Designations\*

CSP (Certified Speaking Professional)  
CPBA (Certified Professional Behavior Analyst)  
CPVA (Certified Professional Values Analyst)  
\*She has recently become one of only 15 people worldwide to hold these three special designations.



**CERTIFIED  
SPEAKING  
PROFESSIONAL**

**MEMBER**



**NATIONAL  
SPEAKERS  
ASSOCIATION**

## Terri's Most Requested Presentations\*

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### ***Perfecting the Human Side of Business***

Letter-perfect productivity? (Think "P" for Participation.) Strong definitions establish expectations. Expectations communicated clearly establish goals. Defined and shared goals create participation and buy-in among employees. Buy-in— or a stake in success— heightens self-esteem. Employees with self-esteem participate. The key to long-term productivity is *Participation*. This powerful keynote customizes the above lessons, examples, and stories to the audience – combines them with humorous audience participation – and delivers a compelling motivating and learning experience.

### ***Fish Gotta Swim...Birds Gotta Fly!***

Turnover, employee dissatisfaction, poor morale and low productivity are not the problem. They are the symptoms of a problem. In a humor and story-filled presentation, Terri teaches the lessons of human nature and its message to executives everywhere.

### ***Improving Employee Productivity—It Starts at Home!***

Training programs, in-house seminars, employee counseling—these are all important tools for getting your employees to perform better. Yet, most of the productivity problems are the result of family and personal problems that aren't addressed with these programs. There is a way to help your employees understand themselves and their family better. In this presentation, we describe a system and the tools to help employees and their families resolve their differences—with their employer's help.

\*All topics will be customized to your specifications.

## What Terri's Clients Have Said:

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"Your ability to communicate and reach our people has given our company new life."

- *Chaus*

"I have received more compliments on your presentations than any other speaker we've had."

- *Mid-States Distributing*

"Thanks again for an outstanding job with our marketing staff retreat last week. Everyone was pleased with your leadership and the opportunity to express themselves in a comfortable atmosphere."

- *PetsMart*

"I have been very impressed by Terri's approach and high standards. Her impact on our company has resulted in double digit increases in the few years we have been working with her."

- *Cortefiel (Spain)*

"...I believe in your product and the service and support that you provide."

- *Toys R Us*

"This is the first time in six years our attendees got involved in a presentation."

- *Aqua International*

"The fact that our people have asked for you to come back five times speaks volumes to me..."

- *Peebles*



See Terri on the Web: [www.terrikabachnick.com](http://www.terrikabachnick.com)