



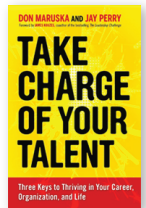
# PRESENTATIONS AND WORKSHOPS

## to make BIG leaps in bottom-line results and boost your personal satisfaction. >>>>

**Don's speaking delivers memorable content in an engaging and fun way. Be sure to check out his "Keynote with a Kicker"—a keynote plus a follow up workshop to multiply the value. Participants put ideas into practice so that they take away not only valuable insights but also tangible results in applying them. Discover how your next event can make a lasting difference.**

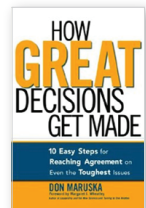
### >>>> TAKE CHARGE OF YOUR TALENT

Whether you're the new kid in a cubicle or the boss in the executive suite, you have huge potential for greater productivity and fulfillment. Even very high performers in excellent organizations—large and small, for profit and nonprofit—report that 30 to 40 percent of their talent is untapped. Imagine what lies waiting for you. This dynamic and interactive session shares fresh insights and proven tools from Don's latest book.



### >>>> HOW GREAT DECISIONS GET MADE

Great decisions bring out the best in people and galvanize them to achieve great results together. Unfortunately, too few great decisions, or even good decisions, get made. Learn why typical decision-making processes fail, practice two questions you can use to turn around any troubling situation, and see how you can apply ten proven steps to make great decisions. This session draws from Don's highly acclaimed book.



### >>>> AMPLIFY YOUR SALES SUCCESS

Learn how growing tech companies and Fortune 100 firms have rapidly accelerated their profitable sales using Don's "Success-Based Marketing" tools. Don't beat yourself up about the sales you don't make. Most sales people only see the tip of the iceberg—what they are doing with their prospects. What they miss is what's below the waterline—all of the other dynamics occurring that really drive sales. Discover a straightforward and engaging way to attract and close ideal customers—customers who need your distinctive value, are willing to pay, and are a pleasure to serve.

### >>>> MAKE A BIG LEAP TO GET WHAT YOU WANT

Many people hope for change—a better job, more profitable business, or more time to enjoy themselves. Few people, however, take action to realize their objectives. This presentation will show you how. Tap keen insights into what it takes to succeed. Use a planning tool to make big leaps successfully. Participate in a stimulating exercise to put the ideas into practice. Think what you could do if you didn't feel that what you really want is beyond your reach. Now's the time to get started.

### >>>> PUT YOURSELF OUT OF BUSINESS – SUCCESSFULLY

Are you wondering what the future will be for you and your organization? Would you like your business to be dramatically more successful? Learn how to turn those worries and concerns into big results. Take a creative look at your most serious vulnerabilities. Discover ways to turn your vulnerabilities into attractive opportunities. Plan your exit strategy to make your business stronger now. Follow six steps to boost the value of your business to yourself and others.

## »»» DISCOVER WHY CLIENTS CHOOSE DON MARUSKA

### INSPIRATION

“Don Maruska’s keynote presentation on Take Charge of Your Talent provided an inspiring and thought provoking close to our annual conference with hundreds of finance professionals. I endorse this program for organizations that want to empower their members to become more productive and fulfilled.”

— **Jesse Takahashi**, President, California Society of Municipal Finance Officers

### WISDOM

“Don is a brilliant coach and problem-solver. He is also simply a delight to work with; he offers up his extraordinary wisdom lightly. I would highly recommend Don to anyone who needs a sophisticated, powerful, understated guide.”

— **Carol Head**, President, Solve ME/CFS Initiative

### RESULTS

“Don Maruska’s ten-step process has been a godsend for our business. Using it, we found a path that dramatically multiplied our growth, profitability, teamwork, and personal satisfaction. It’s been a grand slam home run for us.”

— **Bill Thoma**, CEO, Thoma Electric, Citizen of the Year

### VALUE

“I’ve seen a lot of business experts and consultants in my career, but none matches the quality and value we’ve gained from Don Maruska. Anything you’ve heard about him cannot do justice to the overwhelmingly positive impact Don will have on your business.”

— **Jim Brabeck**, CEO, Farm Supply Company

### FUN

“THANK YOU for an incredibly terrific, productive, and FUN workshop. I am so pleased with the progress we’ve made and I am so impressed by your ability to grasp what we’re doing with just a bare description. You are talented, indeed.”

— **Kara Woodruff**, Project Director, The Nature Conservancy

## PAST SPEAKING CLIENTS

Accenture  
Blue Shield  
Duke Energy  
First Solar  
Intel  
International City/County  
Management Association  
Microsoft  
MindBody Online  
Pacific Gas & Electric  
Wells Fargo Bank  
Farm Supply  
French Medical Center  
Gilfix, LaPoll & Associates  
IQMS Software  
Martin Resorts  
Omni Healthcare  
Promega Biosciences  
Thoma Electric  
California Polytechnic State  
University  
California Society of Municipal  
Financial Officers  
City of Indian Wells  
City of Palo Alto  
City of San Luis Obispo  
City of West Hollywood  
Cuesta College  
The Nature Conservancy  
U.S. Bureau of Land  
Management  
World Wildlife Fund



## ABOUT DON MARUSKA

As a founder and CEO of three Silicon Valley companies, venture investor, and recipient of the National Innovators Award, Don writes, speaks, and coaches from a broad base of experience. His lifelong passions for creativity, translating innovative ideas into practical applications, and bringing out the best in others stimulate his work. His books, keynote speeches, and workshops guide audiences to fulfill their hopes in powerful, practical, and profitable ways.