INNOVATE. COLLABORATE. CONNECT: HARNESS YOUR INFLUENCE AS A SAFETY PRO

Michelle Ray

PROGRAM OVERVIEW

How can you leverage your position of strength and captivate attention and imagination of individuals with whom you have key relationships? The solution lies in demonstrating that you understand their positions, their perspectives and their interests, prior to introducing your own suggestions. By acknowledging others first, you are ideally positioned to make the difference; for yourself and your organization.

When others connect with your ideas, you have achieved "buy-in". It is much easier to put your own safety agenda forward by listening to others first. Synchronicity is achieved by acknowledging others, even when we may not agree.

During this informative, interactive and dynamic session, you will learn how to communicate your vision in a way that gets noticed. You will be emboldened to continue sharing the message of safety awareness internally and externally. As business necessitates human interaction, articulating your goals purposely and powerfully begins with you. By increasing your visibility and impact, your career flourishes and your critical role as a safety professional expands. You will leave with new ideas and strategies to energise workplace relationships at all levels, with tangible and long-term results.

EXPECTED OUTCOMES FOR ATTENDEES

> **Create a profound impact on organizational performance by harnessing new approaches and removing boundaries around safety**

> **Showcase your ideas for maximum impact during one-on-one or group meetings**

> **Enlighten leaders, co-workers and stakeholders with compelling reasons to ensure your safety messages are heard, supported and understood**

> **Apply the power of positive influence with an open mind, ensuring greater buy-in**

> **Raise your profile internally and strengthen the profile and reputation of safety leaders**

ABOUT MICHELLE RAY

Born in Australia and now residing in Vancouver, Michelle Ray is a health and safety speaker renowned for her expertise on leadership, accountability, influence and building outstanding safety cultures. Michelle demonstrates a deep understanding of team dynamics, interpersonal communication and personal responsibility. She has worked with hundreds of leaders and their teams by helping them create effective business relationships and positive workplaces.

Michelle began her career in media and advertising. During a severe recessionary climate, she helped generate record-breaking revenues for the sales team of the world's largest cinema advertising contractors. With a proven background in achieving outstanding results as a business leader, Michelle immigrated to Canada in 1994 and has since worked with leaders in diverse industries including occupational health and safety sectors within private and public enterprise, construction mining as well as oil and gas. She has been an in-demand business conference speaker for more than 23 years, having earned the Certified Speaking Professional Designation, held by less than 800 people worldwide.

In addition to her corporate background, Michelle broadened her leadership experience during her tenure as program director with Junior Achievement. She secured financial commitments and volunteer support from numerous businesses, facilitating enduring partnerships between youth and entrepreneurs who helped educate future generations about business.

Michelle is the author of *Lead Yourself First! Indispensable Lessons in Business and in Life*. She has appeared as a guest on numerous news and current affairs programs including CBC Radio, CTV, and Global TV. She was featured in esteemed publications such as *Investor's Business Daily*, *Huffington Post*, *BC Business* and *Inc Magazine*. Michelle is also a contributor for the *Globe and Mail's* Leadership Lab Column.

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