

Bob Miglani

Bestselling Author, Keynote Speaker, Workshop Leader

Speaker Sheet



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For more information: www.bobmiglani.com/speaking

1. Keynote speech on Embracing Change delivered to thousands of people – from sales leaders to professional associations to franchisees to corporate executives to conventions
2. Clear message
3. Professional speaker who can handle global and diverse crowds in many languages
4. Credible – paperboy, ran the family Dairy Queen, Corporate Executive at Pfizer Inc., Bestselling Author and Thought Leader
5. Wrote the book on Personal Change, literally – it's called, "Embrace the Chaos"
6. Fun, humorous storyteller who inspires people to move forward

Sample Clients:

BMS, Whole Foods, Bank of America, Pfizer, Subway, Lands End, TIAA-CREF, Legal, Professional Associations, Doctors...

BOB MIGLANI Bio

Bestselling Author | Keynote Speaker | Experience in Corporate America & Startup | Advisor to CEOs

Inspiring Speaker on Embracing Change

Bob has inspired thousands to embrace change and move forward.

Bob has success in delivering a keynote speech to 2,000 people for Subway franchisees to a Leaders Group of 125 for Whole Foods to a group of 100 doctors and nurses to a group of Board of Directors to supply chain execs to Bank of America to Associations and Conventions, Bob delivers a powerful message about Embracing Change to Move Forward.



23 years of Fortune 50 Experience

Bob Miglani has 23 years of real world experience of working as an accomplished business professional with one of the largest companies in the world – Pfizer Inc. in New York.

Bob started his career at the bottom – as a sales representative in the most competitive place in the world - Manhattan, where he learned how to adapt, grow and succeed in a challenging market, becoming #1.

From there, Bob moved up the corporate ladder into senior roles within Pfizer, leading teams, starting and launching new initiatives, transforming undervalued departments, creating new functions and capabilities while delivering value to customers, colleagues and external partners.

Throughout his career, Bob has been moving forward through uncertainty and change.

Grew up running a Dairy Queen franchise

Bob grew up selling ice cream cones at his family's Dairy Queen store, which he helped his parents run for 25 years, where he mopped floors, hired and trained people and delivered great customer service - learning the value of hard work, treating customers with integrity and respect and managing employees.

On the Leadership Team at a NASDAQ listed Tech Startup

Bob also worked in a technology startup as Chief of Business Development to help them grow and enter the market with their smart tags technology enabling security in the supply chain.

Bestselling Author

- **Treat Your Customers:** Thirty Lessons on Service and Sales That I Learned at My Family's Dairy Queen Store (published by Hyperion/ABC/Disney in 2006).
- **Embrace the Chaos:** How India Taught Me to Stop Overthinking and Start Living (published by Berrett-Koehler in Oct. 2013). Washington Post Bestseller only 4 weeks after release.
- **Make Your Own Luck:** How to Increase Your Odds of Success in Sales, Startups, Corporate Career and Life (published by Fingerprint November 2019)

Personal Background

Bob moved to the U.S. from India in 1979 with only \$75 in his pocket and a desire to pursue the American dream. He mowed lawns, delivered newspapers and grew up running the family Dairy Queen store. After college, he got a job at Pfizer in NYC where he grew through the ranks as an executive for 23 years.

“Sitting there thinking about change isn’t going to make us successful. It is through focused actions little by little, day by day, that we create certainty and with it, a prosperous future.” –Bob Miglani

SPEAKING TOPICS

#1 Embracing Change

#2 How to Grow and Thrive in Times of Change

#3 Leading in Change

#4 Accelerating Growth in Times of Disruption

#5 Embrace the Chaos: How to Change, Transform, Grow

People are stuck.

Colleagues, associates, managers and leaders are overwhelmed by all the change they are seeing and feeling in their work.

They're not changing.

Bob has been there and was able to embrace change in his job to reinvent his job and grow his career, boosting performance, reducing stress and moving forward in his life.

Having no budgets, no resources and little support from managers but still finding a way to move forward and achieve success is something Bob has done throughout his career at Pfizer.

Through his personal journey – funny, inspiring, instructive, Bob helps people get unstuck, accept change, own their change and move forward and take action – boosting their engagement, their performance, reducing stress and improving their life.

In his speech, he will talk about the four core principles that we must live each day in order to get unstuck. Bringing in relevant examples of his own life and career as well as bringing outside examples, Bob will not only inspire but also provide a valuable blueprint for moving forward.

His core message is that we must:

- 1) Accept & Own It
- 2) Re-Imagine our Future
- 3) Do what's hard
- 4) Move forward and take action

Bob's Process for Learning About YOUR NEEDS

Each speech is customized for YOU, based on your goals for the meeting, the message you want Bob to deliver and what's happening in your organization or industry.

Here's how Bob customizes his talks FOR YOU:

1. Bob learns about you and your needs from an exploratory phone call
2. Once you book Bob, he asks you to fill out the below sample questionnaire so that he can LEARN about you and your needs for the event.

**Pre-Program Questionnaire
(Bob Miglani Speaker)**

Hello,

Thank you for allowing me the opportunity to speak to your organization. I am thrilled to have this honor and will do my best to make it successful for you.

In order for me to develop a great talk for you, I would be grateful if you can provide me with some information that gives me a better sense of what you need.

Please comment on this form and send it back to me and we can begin the journey.

Best wishes!
Bob Miglani, Author of Embrace the Chaos (bob@embracethechaos.com)

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Name of Your Organization:

Scheduled Date and Location:

Contact Name:

Contact Email Address:

Contact Phone Number:

Website Address:

Please return to: bob@embracethechaos.com. For more information, please see: www.embracethechaos.com/speaking.

The questions below will help Bob Miglani customize his presentation or workshop to best suit your needs. Please complete this form as best as you can and skip the questions that are not relevant to your organization.

Along with this form, kindly send any materials that might be relevant to familiarize Bob with your organization. Any links on the web or annual reports or past presentations that might be relevant would be greatly appreciated as Bob does his best to cater to your organization's needs.

A teleconference will be set up after receiving this material so that Bob can discuss the exact content of the event.

1. What is your conference theme?
2. What is the specific purpose of this meeting?
3. What are your specific objectives for my presentation?
4. What do you want the participants to say after hearing me speak?
5. If you can wave a magic wand, what would you want the group to come away with after hearing me speak? What one action would you want them to take?
6. How many people will attend/participate?
7. What are the 3 things I should know about the audience/group? Who are they?
8. What are the issues your group is struggling with? (e.g. change in organization or not working well as teams, etc.)
9. Do you have any special suggestions to help me make this program your best ever?

3. We set up a series of phone interviews with 3-4 audience members or those in your organization who can provide an in-depth understanding of what's happening in your business.
4. Bob researches your industry, your business to do a deeper dive on learning about your challenges and opportunities so that he can tailor a message for you.
5. Then we set up 2-3 conference calls with you – the client – to ensure Bob is on track in writing his speech with relevant and timely content and examples, with a final 10 Day Before Event check in.
6. Full Booking Process information is [FOUND HERE](#).

Here's a [link to Bob's video](#) on the process he follows to do his homework on making your event a success:



Bob Miglani
Bestselling Author | Big Ideas to Market Advisor | Speaker on Change Management & Disruption | Ex-Pfizer 23 years
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Do the Homework. Do the Research. Seek to Understand. Prepare. As I prepare to deliver the keynote speech here in Washington D.C. at a big conference, I want to share my process of how I prepare for that one hour of a powerful speech that inspires people to move forward and #embracechange.

- Speak for an hour.
- 25 years of experience.
- Months of homework that goes into the talk such as:

1. Detailed Questionnaire to understand the goals of the conference, problems, themes, message you want me to deliver
2. I interview lots of people from the organization and spend hours to dig deep to understand the business, the problems and opportunities getting real life examples
3. Research. Read. Read. Read. Read.
4. Write a framework of the customized talk
5. Create slides and visuals that reinforce the message and key theme
6. Create a lengthy handout (not slides) that have rich valuable content with articles and links that will help the audience
7. Test my message.
8. Deliver

Key Learning:
1. Do your homework. Read. Prepare. Understand.
2. Put the work in now to make yourself a success a year from now.

With love and respect for what you do each day.

Bob

#business #inspiration #keynote #speech #conferences
#personaldevelopment #publicspeaking #workethic



“We have to own our change.

It's up to us to accept it and do something about moving our job, our business and our life forward.”

-Bob Miglani

BOB MIGLANI FEE SCHEDULE



Location	Keynote Speaking + Q&A (1-2 hours)*	Keynote Speaking + Workshop (2-4 hours)*	Webinar / Live Video Streaming + Q&A (1-2 hour)
USA/CANADA	US\$10,000	\$15,000	\$3,500
EUROPE	US\$15,000	\$20,000	\$5,000
ASIA/MIDDLE EAST	US\$20,000	\$25,000	\$5,000
ELSEWHERE	US\$20,000	\$25,000	\$5,000
*Plus Transportation and Hotel as per below: <ul style="list-style-type: none"> One economy class airfare (under 5 hours). Business class over 5 hours. Travels from Newark Airport Ground travel (Uber/Lyft/Taxi) Hotel at or nearby venue of event 	Bob's prep & delivery is awesome: <ul style="list-style-type: none"> Pre-Program Questionnaire 5 Pre-Interviews with Audience Understand client needs/wish list Handful of Calls with Client to ensure message makes sense Slides to accompany Keynote Speech Separate detailed Handout of Notes for Audience Amazing and Inspiring Keynote Speech delivered professionally Excellent handling of Q&A 30 day follow up video 	Bob speaks for 45 min – 1 hour then provides a worksheet for audience asking them how they will own these principles and apply them in the next 30 days. +Preparing Leave Behind materials.	Any time zone is ok.

What Do Clients Say About Bob's Speaking?

Whole Foods Market (an Amazon Company)

September 2019



"Bob Miglani is a master at his craft!"

"Bob's message was relevant and truly hit home with our leadership group. Bob spoke passionately about the challenges that leaders face today. The entire room was engaged throughout his entire presentation. Our leaders were left inspired and equipped with actionable tools to help them EMBRACE the CHAOS!"

Liz Lucadamo, Learning & Development Leader - Whole Foods Market Northeast Region

-Dr. Michelle Murray, CEO/President, NEXUS, September 2019

It was wonderful to work with Bob. Not only was he a lively, engaging and a wonderful speaker in how he managed the messages around change, but his style of engagement prior to and in preparation of the speaking engagement was unparalleled.

Bob did such a great job connecting with the organization as part of his preparation, that in the end, he was truly speaking to us about the things we needed, making the experience very personal.

Bob also did a great job with follow-up to ensure learning transfer.

Bob was so easy to work with, very well organized and highly skilled. His slides were great and his stories meaningful.

Staff were very well engaged and we received a lot of great feedback from our employees about the positive impact Bob made. It was an honor to have Bob be a part of our organizational change journey.

“Bob Miglani is an incredibly inspiring and informative speaker. He has helped my team move forward and embrace the change that is the source of so much paralysis today. Our team was thrilled, inspired and left excited to take action.”

Craig Weinstein, Director, Wealth Management, TIAA-CREF

“Bob was an excellent speaker on embracing change. Using examples from his own career in corporate America along with stories from his adventures in India, his parable-like lessons helped inspire us to view change not as a problem but as an opportunity. What a terrific speaker!”

-Roseann Burhenne, Flextronics Inc.

“Bob Miglani is an inspiring speaker on embracing change. His passionate talk at our recent meeting helped our colleagues grow, develop and become more successful at taking action despite all the uncertainty we face as a business. His talk was grounded with real world experience told through stories and insights, which resonated deeply with our team.

I highly recommend Bob as a keynote speaker on change, uncertainty especially in business.”

-Jaime Aranda, Director, Commercial Lead for Latin America, Pfizer Inc.

“Adapting to Change was a topic for our Board of Directors retreat and Bob’s keynote on the topic was very well received. He did a great job at providing us with insights and strategies on how leaders can adapt to change for success and growth. Bob is an excellent speaker.”

-Patricia Bourne, CEO, EQUUS

“Bob’s speech to our sales leaders on finding clarity in times of change was awesome. What a terrific speaker!”

-Dan Lyons, Tegna Media

“Bob did a great job at inspiring our colleagues to expand their thinking on finding stellar success in their roles and in their lives.”

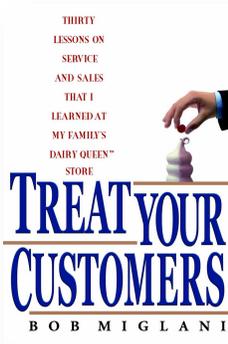
-Dirk Reznik, CEO, Thermomix

“If your organization is going through change, you need to call Bob Miglani.”

-John Werner, President, IIBA



BOOKS BY BOB MIGLANI

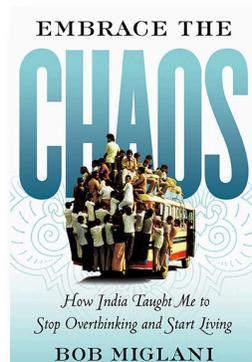


Treat Your Customers: *Thirty Lessons on Service and Sales That I Learned at My Family's Dairy Queen Store (published by Hyperion)*

Core theme: Focus on the customer; Do the right thing always; Help people achieve their goals;

"Always replace a dropped ice cream cone"...about integrity

"Once in a while taste your own ice cream"...about seeing your business from your customer's perspective



Embrace the Chaos: *How India Taught Me to Stop Overthinking and Start Living (published by Berrett-Koehler)*

Stuck? Paralyzed by overthinking the uncertainty?

In this ground-breaking book, Bob Miglani teaches us to stop trying to control everything but instead redirect that effort to ourselves. To Accept the change, Stop Overthinking the future and begin Moving Forward in the here and now.

Core theme: Personal Responsibility; Focus on what you can control; Stopping over analysis; taking action, moving forward; Contributing to the here and now.

The world has changed. To grow and succeed, we must change with it.

BOB'S SPEAKING STYLE

I share stories. And then give a very specific lesson or principle. Why? Because people remember stories. Most of us don't want someone telling them what to do. But we always value a good story.

- **Be uplifting, energetic, optimistic**
- **Be authentic sharing real examples**
- **Share stories – people remember stories**
- **Be relatable – tailor the speech to the audience understanding their issues**
- **Give specific points that they can take back to improve their work and life**
- **Use real examples from corporate experience, personal life, small business, global business**
- **Satisfy the client's needs on what they need to achieve for the audience**
- **Empower the audience to take action when they leave with real world tools**

BOB MIGLANI – Frequently Asked Questions

Who will make travel arrangements for Bob?

Bob's team will make his own travel arrangements according to policies noted in his fee schedule.

Where can I find out more information about Bob Miglani?

Visit, www.bobmiglani.com/speaking for all the details about Bob's bio, his blog posts and his photos and videos. Bob's [LinkedIn Page is Found HERE](#).

How far in advance do we need to book Bob?

Usually 8 weeks in advance of the event date to give him enough time to learn about your needs and prepare a powerful talk.

How can I get Bob's books?

Please contact bob@bobmiglani.com to obtain copies of Bob's books. Please let us know the delivery date and address promptly so that we can get the books to you before the event. You can also purchase the books directly through Amazon.com or Barnes & Noble.

Is it possible to see Bob in action, speaking?

Yes, please visit www.bobmiglani.com or Bob Miglani's [YouTube channel](#).

Can I speak to someone as a reference who has hired Bob to speak?

Yes, please contact bob@bobmiglani.com and we will give you the contact information for someone who has hired Bob to speak or heard him speak at an event.

For any more information, please contact Bob directly and he and his publicist will work with you to customize your successful event with Bob Miglani.

Contact information:

Bob Miglani | bob@bobmiglani.com | Call Bob Miglani on: (609) 436-0778
www.BobMiglani.com | [LinkedIn Profile](#) | [Facebook Profile](#) | @bobmiglani

Adapting to Change | Becoming Resilient | Embracing Uncertainty

“We cannot control the chaos. We can only control ourselves – our thoughts, our words and our actions.

That's where success lies – not in the past but in our ability to look within ourselves and move forward.” –Bob Miglani