



Bob Miglani

Keynote Speaker,
Bestselling Author,
Leadership Coach,
Change Expert

Embrace The Chaos

MOVING FORWARD IN CHANGE & UNCERTAINTY

Why Bob Miglani is the Ideal Speaker

- 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

IN THIS PACKET

- 1 Summary
- 2 Bio
- 3 Books
- 4 Fee Schedule
- 5 Topics
- 6 Testimonials
- 7 Process

CONTACT

Call or Text: 609-436-0778
bob@bobmiglani.com.



"Bob Miglani is an insightful guide to navigating times of change and disruption."

IAN READ
-CEO of Pfizer Inc.



Bestselling Author & Keynote Speaker

Bob Miglani is a Bestselling Author and Speaker who helps people embrace and adapt to change and disruption for personal and business growth. With 23 years of real world experience at one of the largest companies in the world – Pfizer Inc., Bob is a credible, fun, relatable and effective motivational speaker.

Bob started his professional career as a Sales Rep for Pfizer in New York City, one of the most competitive places in the world where he turned around a sales territory making it #1. Bob moved up the career ladder starting at the bottom and working his way up to being a successful executive creating new functions and opportunities, leading teams and working with customers and colleagues in over 30 countries.

Having experienced massive change and uncertainty in his job and career and turn it around to find success and meaning, Bob is a credible speaker who connects with his audience and helps inspire them to not run away from change but to embrace it.

From running his family’s Dairy Queen store when he was growing up to advising CEOs in times of change and disruption, Bob connects with people from all walks of life.

Born in poverty in India and growing up in a small town in the U.S., Bob learned the value of hard work by mowing lawns, delivering newspapers and running his family’s Dairy Queen store, the subject of his first book Treat Your Customers. Bob is an inspiring, informative, experienced and entertaining speaker who shares powerful lessons to help people embrace and adapt to change in their jobs and lives.



THE MOST POWERFUL FORCE FOR CHANGE IN YOUR LIFE IS YOU.



1. Own Your Change

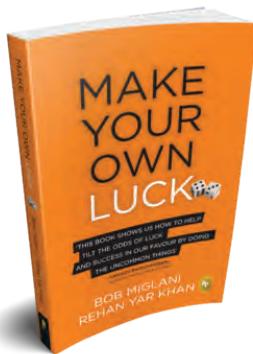
- Create a sense of SELF-ACCOUNTABILITY
- Move from COMPLEXITY to CLARITY
- Move us away from REACTIVE to PRO-ACTIVE
- Reduces STRESS
- We become more EFFECTIVE

Do something today that your future self will thank you for.





01 Make Your Own Luck



- SALES, STARTUPS
- CAREER GROWTH

Make Your Own Luck:

How to Increase Your Odds of Success in Sales, Startups, Corporate Career and Life (published Nov. 2019 by Fingerprint)

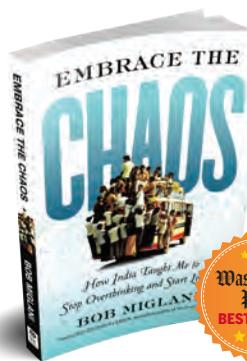
We all work hard. But how do we boost our success and grow our career in disruption?

Co-Authored with Rehan Yar Khan, India's #1 Venture Capital investors and entrepreneur, this book is about Owning Our Life / Personal Responsibility, Making Choices and Taking Chances - that are not better but DIFFERENT. And doing what's hard – why? Because that's how we differentiate ourselves in the marketplace of ideas, products and services.

Core theme: Owning it, Having Multiple Plan A's instead of Plan A, B, C; Being Unique so that you stand out and lower marketing costs; Doing what's hard because you build a moat; being an expert in a niche market and having a beginner's mind.

Don't wait for luck to strike. Make Your Own by increasing the Choices you make and Chances you take.

02 Embrace The Chaos



- CHANGE, TRANSFORMATION
- MOVING FORWARD

Embrace The Chaos:

How India Taught Me to Stop Overthinking and Start Living (published by Berrett-Koehler)

Stuck? Paralyzed by overthinking the uncertainty?

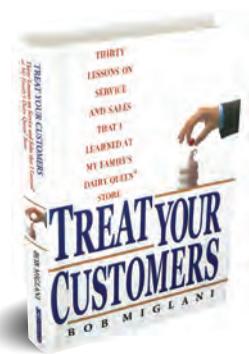
In this ground-breaking book, Bob Miglani teaches us to stop trying to control everything but instead redirect that effort to ourselves. To Accept the change, Stop Overthinking the future and begin Moving Forward in the here and now.

Core theme: Personal Responsibility; Focus on what you can control; Stop 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

Hit the Washington Post Bestseller List 2 weeks after publication!

03 Treat Your Customers



- CUSTOMER SERVICE
- SALES

Treat Your Customers:

Thirty Lessons on Service and Sales that I Learned at My Family's Dairy Queen Store (published by Hachette)

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

"Bob Miglani is a master at his craft!" - Liz Lucadamo



Keynote Speaking
1-2 hours

Pre-Work to Create Customized Speech

- Pre-Program Questionnaire
- 5 Pre-Interviews with Audience in advance to learn
- Learn & understand client needs/goals
- Calls with Client to ensure message makes sense
- Slides to accompany Keynote Speech
- Separate detailed handout notes for Audience

Deliver an amazing and Inspiring Keynote Speech delivered professionally with humor and impact

- Excellent handling of Q&A
- Diverse and global audience
- 30 day follow up video for group
- Permission to use any of Bob Miglani's videos royalty free

USA/CANADA	US\$ 15,000
EUROPE	US\$ 15,000
ASIA/MIDDLE EAST	US\$ 15,000
ELSEWHERE	US\$ 15,000



Speaking + Workshop
2-4 hours

Pre-Work to Create Customized Speech

- Pre-Program Questionnaire
- 5 Pre-Interviews with Audience in advance to learn
- Learn & understand client needs/goals of speech + workshop
- Calls with Client to work on core theme and questions

Deliver amazing and inspiring speech and moderate workshop allowing audience to self-discover theme

- Separate detailed handout notes for Audience
- Excellent handling of Q&A
- Diverse and global audience
- 30 day follow up video for group
- Permission to use any of Bob Miglani's videos royalty free

USA/CANADA	US\$ 20,000
EUROPE	US\$ 20,000
ASIA/MIDDLE EAST	US\$ 20,000
ELSEWHERE	US\$ 20,000



Webinar / Live Video Streaming
1-2 hours

Pre-Work to Create Customized Speech

- Pre-Program Questionnaire
- Understand client needs/wish list
- Calls with Client to ensure message makes sense
- Slides to accompany Keynote Speech
- Separate detailed handout notes for Audience

Deliver an amazing and Inspiring Keynote Speech delivered professionally using client's video platform with humor and impact

- Excellent handling of Q&A
- Diverse and global audience
- Bob's videos are done in his Video Studio with professional microphone and video camera
- Permission to use any of Bob Miglani's videos royalty free

USA/CANADA	US\$ 3,000
EUROPE	US\$ 3,000
ASIA/MIDDLE EAST	US\$ 3,000
ELSEWHERE	US\$ 3,000

Plus Transportation and Hotel as per below:

- One economy class airfare (under 5 hours). Business class over 5 hours. Travels from Newark Airport (EWR)
- Ground travel (Uber/Lyft/Taxi) to/from airport
- Modest meals while traveling
- Hotel at or nearby venue of event



Download & Show

If Bob Miglani is not speaking at your event and you would like to show his videos. This cost is for permission to use his videos in your meeting or event
\$1,500

BOOK BOB TODAY: 609-436-0778

www.BobMiglani.com



EMBRACING
CHANGE



HOW TO GROW IN
TIMES OF CHANGE



LEADERSHIP
IN CHANGE



RESILIENCE



MOTIVATION

People are stuck.

Colleagues, associates, managers and leaders are overwhelmed by all the change they are seeing and feeling in their work, in business and in life. Stress and anxiety have become the new normal.

Bob has been in their seat and shares powerful lessons on how he was able to embrace change in his job to reinvent himself and grow his career, boosting performance, reducing stress and moving forward in his life.

Having no budgets, no resources but still finding a way to adapt to change and move forward to find success is something Bob has done throughout his career at one of the biggest companies in the world – Pfizer Inc.

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: You Cannot Control the Chaos - You CAN Control you.

Core Principles



Accept
& Own It

- Accept that the only control we have is of ourselves
- Accept that perfection is an illusion
- Accept that the power to grow is up to us
- We must OWN the change and take personal responsibility.



Re-Imagine
Our Future

- We must let go of our past mindset.
- We must create certainty of a new future that will pull us forward through the chaos and change.
- Create a clear vision of the new future.



Stop
Overthinking

- We get stuck when we overanalyze, overthink and try to predict the future.
- Focus on why it happened is not productive.
- Don't get stuck on imperfection.



Move Forward
& Take Action

- Action gives us consequence. If it's good – do more. If it's bad – learn and move on.
- Action makes us feel better.
- Action puts in motion the butterfly effect leading us to grow in ways we cannot imagine.

People don't change because they're told to change. They change because they make a choice based on feeling and emotion. Hearing Bob speak and lead them through a self-discovery journey of embracing change gives them a powerful spark to move forward.



Global Keynote Broadcast to 400 People in Multiple Countries




"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, EQUS




"Bob Miglani is one of the best speakers on embracing change and uncertainty in the workplace."

-Jaime Aranda, Pfizer Inc.



"If your organization is going through change, you need to call Bob Miglani right now."

-John Werner, President, IIBA



"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, Whole Foods Market



"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 is an incredibly inspiring speaker on embracing change in the workplace!"

-Craig Weinstein, TIAA-CREF



"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's speech to our sales leaders on finding clarity in chaos was awesome. Bob is a terrific speaker!"

- Dan Lyons **TEGNA**

"Bob is an insightful guide to navigating times of change and disruption."

- Ian Read, Executive Chairman and Ex-CEO **Pfizer**

"With a jolt, Bob forces us to rethink our lives and transform to discover unlimited potential in ourselves!"

- Deepak Ahuja, CFO **TEGNA**

BOOK BOB TODAY: 609-436-0778

www.BobMiglani.com

Bob's Process For Learning About Your Needs

Each speech is customized for you based on your goals for your 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 Pre-Program questionnaire so that he can learn about you and your needs, goals and objectives for the event. What's the core message you'd like me to deliver? Why are you holding this event?
- 3 We set up a series of phone interviews with 3-5 your colleagues who will be in attendance the day of the event so that Bob can gain insight directly. These are 30 minute calls Bob's team sets up with your colleagues after an introduction email from you.
- 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 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 Bob delivers an inspiring keynote speech and/or workshop. Bob prepares customized materials leave behind tools for your colleagues to own it and move forward.
- 7 Thirty days post the event, you'll receive a video message from Bob for your colleagues reminding them to take action.



“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