

Confidence. Communication. Change. Conflict Resolution. Personal Finance.

... are topics that Dr. Judith Briles presents from her 30 years of business and entrepreneurial experiences. She is an award-winning author of 26 books and an international keynote speaker who delivers her programs with content and humor. Recognized as an expert on workplace issues within the female dominated workplace with an emphasis in healthcare. Judith concentrates on common sense strategies and solutions that are adaptable in both personal and workplace environments.

Prior to her full-time dedication to speaking and writing, Judith was a stockbroker and financial planner for 17 years. Since the 90s, her speaking and writing has led her to be a sought after speaker for associations, conventions, staff development and management retreats.

Creating Workplace and Personal Excellence

"You had our members rolling in the aisles..."
Don Thomas, Texas Library Association

"...a wonderful program... thoroughly enjoyed your insight and humor into many difficult situations. Your practical approaches and suggestions on how to handle many workplace conflicts were something we could all benefit from."
Eileen Beltramba
American Society of Ophthalmic Registered Nurses

"Working with Judith was truly a pleasure. Her energetic approach to delivering the message kept the audience attentive and entertained. We will look forward to booking you for future conferences."
Leigh Beadley
Georgia Hospital Association



"Judith is terrific---FHA has used her for three of our member associations ... And we will use her again---highly recommended for other hospital associations."
Diane Bennett
Florida Hospital Association

"I have heard nothing but favorable comments. I will gladly recommend you to other Fernley & Fernley-managed associations."
Kenneth R. Hutton, EVP
National Assoc. of Aluminum Distributors

"You did an excellent job at our executive management retreat. I'd highly recommend you to other hospital management teams."
Ray Montgomery, President/CEO
White County Medical Center

Over 26 books have been published; many have won awards. Titles include: *The Confidence Factor*, *Stabotage!*, *Zapping Conflict in the Health Care Workplace*, *Stop Stabbing Yourself in the Back* and *Money Smarts for Turbulent Times*.

Judith is featured frequently on radio and television with over 1,000 appearances—from *Oprah* to *CNN* to *Good Morning America*. Her work and articles have appeared in the *Wall Street Journal*, *USA Today*, *Time*, *Newsweek*, *Money*, the *New York Time* and *People*. She writes the "Career Moves" column for the *Denver Business Journal* as well as a variety of articles for hundreds of association magazines.

Dr. Judith Briles is known as a catalyst for change and believes that every pitfall experienced leads to an opportunity and greater success. Although she holds both Masters and Doctorate degrees in Business Administration, her real degrees come from life.

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Dr. Judith Briles



DR. JUDITH BRILES' KEYNOTES AND WORKSHOPS

CREATING WORKPLACE AND PERSONAL EXCELLENCE

Stabotage™! Dealing with the Pit Bulls, Skunks, Snakes, Scorpions & Slugs in the Workplace or Dealing with Pit Bulls with Lipstick

Every workplace has them—the pit bulls that hide behind lipstick and designer clothes; skunks who seem innocent and harmless until someone crosses their path; snakes who flick their abrasive tongues and voice at any and all; the scorpions who sting you with a slap of their heavy backhand; and the slugs ... those who are “just there” and breathing, barely. The effect is that huge amounts of money are lost in productivity, turnover related costs and patient safety factors. Staboteurs™ can be very visible or they can operate on a stealth basis.

There are differences in how male and female Staboteurs™ create chaos and who they are likely to target. When there are Staboteurs™ in the midst, good, and great employees, declare their workplace is toxic, the pits and leave.

Based on a study completed in the summer of 2008 with over 3000 respondents, you will learn how to effectively deal with the bad girls and boys of the workplace. Included is Judith's revised CarefrontingScript™ Model, updates on the latest in communication techniques in dealing with conflicts and toxic behavior. The end result: a better workplace!

Keynote or Workshop

Zapping Conflict in the Workplace

Every workplace has its fill of Conflict Creators, Staboteurs™ in the Midst, and Red Ink Behaviorists who are waiting for the retirement bell (even if it's five years away). The effect is that huge amounts of money are lost in productivity, turnover related costs and patient safety factors. Based on 9 national studies released in *Zapping Conflict in the Health Care Workplace*, *The Briles Report on Women in Health Care*, *Woman to Woman: From Sabotage to Support* and *Stabotage™!*

Participants will practice role-playing in the CarefrontingScript™ Model, and learn how to effectively deal with conflict in their workplaces.

Keynote or Workshop

Eliminating Red Ink Behaviors

The working habits, styles and behaviors of people you work with, manage or even report to may be the curse of your workplace. Over 50 behaviors have been identified in *Stabotage™!* and *Zapping Conflict in the Health Care Workplace* (a Nurse Book Society main selection and best seller)—

behaviors that contribute to lower productivity, morale, and increased turnover. Participants will learn what behaviors can be classified as Red Ink, how to quantify their impact on their workplace and departments and how to create a more collaborative workplace. This presentation is highly interactive and involves audience participation.

Keynote or Workshop

Thriving with Change When Thriving Wasn't an Option

Change is everywhere. Some changes are no bigger than gnats, others the size of a Mack truck. Either way, the thought and implementation of changes can demoralize, even destroy those going through it. Participants will be able to identify the five stages of change, access their resistance to change and create an action plan to grow through it and thrive.

Workshop

Hire Slowly, Fire Quickly

One of the single biggest problems in nursing is getting rid of the semiconscious and dead weight that many workplaces tolerate because of the fear of not having the right ratios that are either desired or mandated. The result is that good and great employees leave and the mediocre and so-so stay behind. Everyone loses. Workplaces have to get smart. Learn how ...

Keynote or Workshop

What the Bleep Did You Say #%&!?

Are you communicating? With whom? You might think you are, but only your colleagues know for sure! Rarely is a communication style wrong, just different. Learn the four steps to effective communicating, both as a listener and speaker and identify the key factors that impede successful communication. Learn how to avoid the pitfalls of sharing too much information and why listening is the key to resolving conflict and to successful negotiation.

Workshop

Creating Confidence Out of Chaos

Based on the best-selling book, *The Confidence Factor*, attendees will learn that confidence is acquired, not inherited; and it usually comes from the pitfalls—the cosmic geese—of life. Woven around the *10 Steps to Building Confidence*, this stimulating and humorous speech is guaranteed to motivate and inspire audiences. With confidence, anything is possible. This keynote/general session has consistently received outstanding evaluations.

Keynote

Leading with Confidence or The Leadership Manifesto

Leaders need to know how to manage, yet lead; managers need to know how to lead, yet manage. Both must be confident to be successful within their organizations and teams. Dealing with and using power; communicating clearly and effectively; recognizing conflict, conflict creators and dealing with it; conveying change and managing it; and maintaining confidence are critical factors in leadership today.

Keynote or Workshop

Money \$marts for Turbulent Times

Most people spend 10,000 plus days making money. After 2008, 401(k)s disappeared and homes, the safety net for retirement, eroded in value. Many now feel they need another 10,000 days to have the funds to retire. It's projected that most people will retire at 70 plus —money issues are huge! With the economy as it is, this is a must addition for programs ... your attendees will thank you.

Realistic strategies are presented. This program gets to the point. There are no wild ideas, just useful concepts that participants will learn practical tips that they implement now. The result—reduced debt, a created safety net and a realistic strategy that enables anyone to be financially independent.

Based on Judith Briles' book, *Money \$marts for Turbulent Times: Master Financial Success in 30 Days!*, her tenth money book—she was a stock broker and financial planner for 17 years in the 70s and 80s and is featured at a Colorado television station as its money expert.

Workshop

Is There a Book in You?

How would you like to write the book you've dreamed of, even become a best-selling author? Most people have a book in them—will yours get birthed, or will it die because it never was conceived? Books create credibility. Whether your dream is to write the great novel, a children's series or to create a book that will enhance your professional credibility, this fast paced session is for you. The business of publishing will be revealed; learn how to create titles that soar, how to structure a book, how to get started, whether you should publish with a traditional publisher or self-publish and much, much more. You will learn from a master book shepherd—Judith is the first recipient of the Life Time Achievement Award from the Colorado Independent Publishers Association and a past president of the Colorado Authors League.

Workshop

