

# SPEAKING TOPICS

### MOTIVATIONAL TALKS

### YOUnique: Understanding others by understanding YOU

BELIEVE TO ACHIEVE: "THE PSYCHOLOGY OF SUCCESS"
SUCCESSFUL SELLING

THE DREAM TEAM: "TEAM UNITY THAT DRIVES RESULTS"

3C'S OF CHAMPION PERFORMERS THE 5 CORE PRINCIPLES OF MONEY NEED TO SUCCEED

PURPOSEFUL LIVING

LEADERSHIP CHALLENGE

INTEGRITY IN THE WORKPLACE Entreleadership

LIFE - LIVE INTENTIONALLY FOR EXCELLENCE



### TRAINING & WORKSHOPS



### YOUnique: Understanding others by understanding YOU

YOUNIQUE SELLING STYLES/YOUNIQUE LEADERSHIP STYLES/ YOUNIQUE CUSTOMER SERVICE

STRENGTHS COACHING

EMOTIONAL INTELLIGENCE IN THE WORKPLACE

ALL IN: "CREATE A CULTURE OF WORKPLACE EXCELLENCE"

THE 5 CORE PRINCIPLES OF MONEY

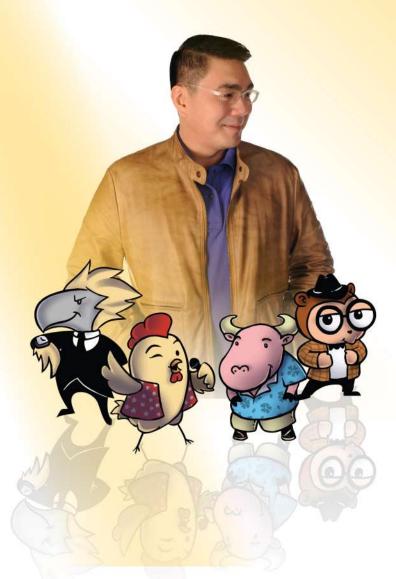
LEADERSHIP IS RELATIONSHIP

SUCCESSFUL SELLING IN THE 21ST CENTURY

MANAGING MILLENNIALS

NO DULL MOMENT: "PRESENTATIONS MADE EASY"

**CUSTOMIZED TEAM BUILDING** 



# YOUNIQUE

UNDERSTANDING OTHERS BY UNDERSTANDING YOU

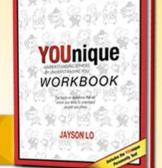
DISCover the four basic peresonalities and how they will lead you to success, greater productivity, effective communication, and harmonious working relationships.

The **YOUnique** program introduces a simple yet comprehensive tool to identify the 4 different kinds of people based on the DISC Model of Human Behavior: Dominant, Influential, Steady, and Corrective. It is a model which is used by millions of people around the world.

DISCovering their YOUnique personality they can now determine how to maximize their strengths and minimize their weaknesses both as an individual and as a team.

Apply the YOUnique DISC Personalities immediately to make a huge impact in your organization.

CHANGE YOUR RELATIONSHIPS FOREVER, learn how to treat people the way they want to be treated, and never look at yourself and others the same way again.



**DISC PROFILING** 





# STRENGTHS COACHING

The latest technology in coaching is here.

Everyone needs a coach to help them fully develop and apply their talents. Strengths coaching is about focusing more on what others do well than pointing out and helping them fix their weaknesses. (Complimentary to the YOUnique DISC Personalities).

Gallup's Strengths Finder is an assessment that highlights the perspective of Strengths Psychology and the study of talents, strengths, and success based on more than 4 decades of research.

Strengths Finder has helped millions of people know their strengths and focus on what they do best. Coaching helps interpret the results for maximum performace and productivity.

Let Jayson coach you and your team.



### **BELIEVE TO ACHIEVE**

BELIEVE
EMPOWER
LEARN
INFLUENCE
EXPECT
VISUALIZE
ENJOY



### ALL IN

VALUES FORMATION AND CREATING A CULTURE OF EXCELLENCE

VALUES ARE THE CORE BASIS OR THE FOUNDATION AN ORGANIZATION IS BUILT UPON. 99% OF THE DECISIONS WE MAKE COME FROM VALUES.

CULTURE IS FORMED BY THE SHARED VALUES OF AN ORGANIZATION. SIMPLY PUT, IT IS HOW WE DO THINGS AROUND HERE.

VALUES - CULTURE - ALL IN

INVEST IN A UNIFIED MINDSET
INTERACT WITH A DIVERSE SKILLSET
INFLUENCE WITH A CONNECTED HEARTSET



### THE DREAM TEAM

"TEAM UNITY THAT DRIVES RESULTS"

"TEAMWORK MAKES THE DREAM WORK"

ACCEPTANCE - AGREEMENT - ALIGNMENT

THE TRUE MEASURE OF A TEAM IS THAT IT ACCOMPLISHES THE RESULTS IT SETS OUT TO ACHIEVE. - PATRICK LEONCIONI



3C'S OF CHAMPION PERFORMERS WANT TO BE A TOP PERFORMER? CHAMPIONS USE THE 3C'S TO OVERCOME ANY OBSTACLE.

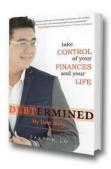
# LEADERSHIP IS RELATIONSHIP HOW ORDINARY PEOPLE BECOME EXTRAORDINARY LEADERS A STUDY OF TIME-TESTED LEADERSHIP PRINCIPLES FROM THOUSANDS OF COMPANIES AROUND THE GLOBE.

### THE FIVE CORE PRINCIPLES OF MONEY

ONWARD TOWARDS FINANCIAL FREEDOM

- 1) WRITE A GAME PLAN.
- 2) CREATE A POSITIVE CASH FLOW PLAN.
- 3) DEVELOP A SAVINGS PLAN.
- 4) SET A GET OUT OF DEBT PLAN.
- 5) ESTABLISH A LEAVE A LEGACY PLAN.

BASED ON THE BOOK DEBTERMINED: TAKE CONTROL OF YOUR FINANCES AND YOUR LIFE



### SUCCESSFUL SELLING IN THE 21ST CENTURY

WORLD HAS CHANGED AND SO HAS THE PEOPLE BUY AND SELL. SUCCESSFUL SELLING IN THE 21ST CENTURY REVEALS WHAT WE SHOULD CHANGE TO COPE WITH THE TIMES AND THE TIMELESS PRINCIPLES 0 F SALES THAT CONTINUES T O RELEVANT.

LEARN FROM JAYSON'S OVER A DECADE OF SALES EXPERIENCE. DISCOVER YOUR SELLING STYLE AND THE BUYING HABITS OF YOUR CLIENTS. COMBINE THE ART AND SCIENCE OF SELLING.

### MANAGING MILLENNIALS

### UNDERSTANDING MILLENNIALS:

- 6 OUT OF 10 ASPIRE TO BE IN LEADERSHIP POSITION VS. 4 OUT OF 10 IN DEVELOPED MARKETS.
- TO MILLENNIAL FIRST-RUNG MANAGERS, WORK ISN'T JUST WORK. IT IS AN EXTENSION OF THEMSELVES.
- MILLENNIAL WORKERS WANT FREEDOM AND FLEXIBILITY TO WORK HOW THEY WANT.
- THEY ABIDE THEIR TIME IN LOOKING FOR A JOB. THEY FREELANCE ON PROJECTS UNTIL THEY CAN FIND THE PERFECT JOB.
- MILLENNIALS DO NOT WANT TO BE MANAGED, THEY WANT TO BE LED.

# AS MANAGERS WE NEED TO ENTER INTO THE WORLD OF MILLENNIALS:

WE HAVE TO SPEAK THEIR LANGUAGE. OLDER PEOPLE MAY DISMISS THEM AS YOUNG PEOPLE WITH NO DIRECTION BUT IF YOU KNOW HOW TO SPEAK THEIR LANGUAGE, RESEARCH SHOWS THAT MILLENNIALS HAVE THE GREATEST POTENTIAL TO CHANGE OUR COUNTRY.



### NO DULL MOMENT

PRESENTATIONS MADE EASY

NO DULL MOMENT "PRESENTATIONS MADE EASY" WILL TEACH YOU THE INTRICACIES OF HOW TO PRESENT WITH POWER AND CLARITY. THIS PROGRAM, USED NOW BY SOME WELL KNOWN SPEAKERS, WILL GIVE YOU A FRAMEWORK ON HOW TO DELIVER A NO DULL MOMENT PRESENTATION.

THE 7 AS OF EFFECTIVE PRESENTATION SKILLS

I. ASPIRATION
WHAT INSPIRES YOU?

II. AIM
WHY ARE YOU PRESENTING?

III. AUDIENCE
WHO ARE YOU PRESENTING TO?

IV. APPROACH
HOW DO YOU PREPARE AN OUTLINE?

V. ACT
HOW DO YOU PRESENT YOUR INFORMATION?

VI. AUDIOVISUAL
HOW DO YOU ENHANCE YOUR PRESENTATION?

VII. ACTIVATE
HOW TO START AND CONTINUE MOVING FORWARD?

## RAVE REVIEWS



Coney Reyes Award-Winning Actress

Jayson Lo engages his audience with anecdotes that they can easily relate to. He boldly and unashamedly shares lessons he has learned from mistakes he has made in his life. One emerges full of hope after hearing him speak!

Jayson delivers 110% each time he gives a talk or workshop. He always strikes the right balance when it comes to lecturing and entertainment. When it comes to public speaking he just gets it.



Carlo Ople
VP of Digital Strategy, PLDT



Paulo Tibig Owner of V-Cargo Phils.

Jayson is one dynamic speaker, he is best known to deliver insightful and practical learnings in his talks and seminars. His Younique Program will help you understand and appreciate better your relationship with others.

## RAVE REVIEWS



Jayson Lo taught me how to be a better communicator.

Randell Tiongson
Founder of
Registered Financial Advicer Philippines

Jayson Lo is an engaging speaker. His delivery is simple and doesn't rely on gimmickry but he delivers the message and connects with the audience. People leave inspired. Most of all, Jayson is easy to deal with and honors his word.



Ardy Roberto
Co-Founder of Inspire Philippines



Ms. Evelyn Aguilar
Operating Vice President, PDBA, Unilab

I am one with my team in giving thumbs-up to Jayson Lo. Not only did we learn about ourselves and others better, we were also inspired by his life story. His wit and humor appealed to the varied generations of people that comprise my team. The DISC is an effective program to understand oneself and others, that could ultimately foster a more harmonious relationship. I am hopeful that after going through this one-day YOUnique workshop, we will have improved working relationships.

## RAVE REVIEWS



Carl Dy Property Author, Speaker & Investor

Learning about the different personality types helped me understand myself better. It has also improved significantly my relationship with my wife, kids & colleagues because of better understanding and improved communication. One day of learning with Jayson Lo will bring you more happiness and a lifetime of stress-free living.

Everybody wants to succeed, but not everyone is looking at the right place. YOUnique is a trustworthy program from a respected and trustworthy speaker. Not only will Jayson give you an insight on who you really are, but he will also equip you on how you can work well with others.



Yeng Remulla Author & Real Estate Entrepreneur



Mark Philip 'Mack' Comandante

Director for

Specialty Solutions and Services,

Zuellig Pharma Corporation

YOUnique has taught me the most practical and effective technique in communication and people management. Its application extends from simple presentations to complex negotiations, from one-on-ones to organizational discussions. Thus, knowing what the other person wants as the best response from you is key.





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WE MAY ALSO CUSTOMIZE AND PERSONALIZE A MODULE

**BOOK NOW** 





