



## Janet Zaretsky' s Sample Speech Menu

*All speeches are interactive and can be adapted for time and audience*

### **How to Be Your Own BS Detector and Stop. Downplaying. Your. Worth.**

#### *Women empower your future*

Sometimes we can be our own worst enemies, right? All the doubts, the anxious wondering whether we're doing a good enough job, always hoping no one finds out just how uncertain or insufficient we are.

Hello, are we done yet?! It's time to stop the BS!

Learn the secrets to shedding the self-sabotaging thoughts and habits—unleash your inner powerhouse! This fun, empowering and highly interactive presentation includes

- how to get past imposter syndrome or thinking you have to be perfect...
- the surprising culprit who's been stealing your confidence ...
- and what it REALLY takes to get paid what you're truly worth.

Janet Zaretsky, The BS-to-Brilliance Master, has a gift for having you unapologetically and confidently express yourself – and succeed! – as the unique and powerful professional you are.

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### **Invisible No More!**

#### *How to show up as a powerful woman in business*

Studies have shown that when women are leaders in companies, the company has more success. Yet, it is challenging to get seen, heard and acknowledged. We will explore common reasons why this phenomenon continues to happen and effective strategies to be a woman in business who is in charge of her own destiny.

Being a woman in business, especially in a male-dominated industry, has its own set of challenges. Included are invisible barriers to success including internal struggles with wanting to be liked/accepted, fear of being negatively labeled, gender discrimination and inequality and fear of speaking up, as well as concern for balance with family and work. In this interactive talk we will:

- Explore and discover what is holding your back in your career and financial trajectory

- Discover what not to do and what to do in order to overcome the existing gender inequality and how to do it well.
- Leave with new actions to take to empower yourself and get yourself known powerfully
- How to say no and take your power back

This conversation will open women up to being the powerful changemakers they are and have their brilliance and contributions in the workplace seen and known.

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## **Communication Secrets of Influential Leaders:**

### ***The 5 conversational Blind spots to avoid***

Great leaders are brilliant communicators. Elevate your communication by recognizing and overcoming the five most common conversational blind spots and create a win-win culture in your organization.

To be a great leader, you must be able to connect fully with others, build trust and rapport, yet we often have conversational blind-spots. These are beliefs that get in the way of us relating with others and where we have blind-spots, we have conflicts and breakdowns that interfere with our ability to create an environment where everyone succeeds.

In this interactive talk, grounded in Conversational Intelligence™ (C-IQ) you will discover how to recognize and overcome the 5 most common conversational blind-spots. Our blind-spots spring from reality gaps- our realities/our points of view are not the same. Even when we are experiencing the same thing in the same time frame, we will have different impressions. When you are aware of this and learn how to take new actions to get past the blind-spots you become the leader you always wanted to be.™

Take-away information:

- You will be introduced to Conversational Intelligence™, the most effective tools to create a culture where everyone wins.
  - You will discover how to recognize and overcome the most common conversational blind spots.
  - Discover and learn how to engender trust, loyalty and innovation among teams.
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## **How to Banish the BS That Messes with Your Bottom line**

### *How your brain tries to derail your finances...and what to do about it*

Have you ever wondered why, no matter how much you have or how good an opportunity is, you have struggle, fear and doubt when it comes to money?

What you may not know is that this BS is rooted in brain patterns. Fortunately, these self-sabotaging habits of thinking, acting and not acting can be kicked. In this insightful, interactive presentation, you'll learn

- why you aren't free to make, manage and have the money you want
- how to make the shift from uncertain to confident...
- and the difference it makes for your bottom line.

Don't let this pervasive trap keep you from having all the financial freedom you desire – it's time for bold, brilliant you to show up and have what you want.

Janet Zaretsky, The BS-to-Brilliance Master, has a gift for having you unlock your personal money flow leaving you powerful and free!

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## **Sorry, Not Sorry!**

### *How to kick the career-crippling habit of reflexive apologizing*

Have you ever paid attention to how often an apology pops out of your mouth in situations where it's not only unnecessary but serves only to make you look and feel small?

The way most women have been socialized to say “oh, I'm sorry” constantly is straight-up BS!

Fortunately, this self-sabotaging habit can be kicked. In this insightful, interactive presentation, you'll learn:

- just how oblivious most of us are to how often we apologize for no reason ...
- how to make the shift from apologetic to amazing...
- and the difference it makes for OTHERS when you don't play small by saying sorry all the time.

Don't let this pervasive trap bring you down – it's time for bold, brilliant you to show up and claim your space.



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## **Keys to being an Impactful Memorable Speaker- It is NOT what you think!**

### *How to communicate in a way that brings out everybody's brilliance*

Have you gone to conferences excited about a speaker only to be bored and disappointed and though: "I hope I am not a boring speaker!!"? Or does your job require you to present, and you don't leave the real impact you want to despite your best effort?

It is not your fault!

Traditional speaking training only goes so far. Since it is well known that great speakers get ahead in their careers and businesses, you need help!

In this interactive talk you will learn the key to being memorable and impactful as a speaker, no matter the setting or the purpose.

You will learn:

- Why traditional speaking training fails and what to do instead
- The KEY to be a memorable impactful speaker--The Impact Speaking Framework™: a new paradigm that has you, no matter your level of experience, be impactful every time
- The secret weapon to get rid of stage fright and access to be unmessable no matter what