




EMMIE BROWN

*STRATEGIC LEADERSHIP VISIONARY:
SCALING SYSTEMS, IMPROVING
PROCESSES, AND IMPACTING PEOPLE*

 [emmiebrown](#)

 [emmiebrownsouthwesternconsulting](#)

MEET EMMIE

DYNAMIC SPEAKER AND TRAINER

Traveling from: Nashville, TN



Emmie Brown captures audiences by drawing on her 25 years of experience as a business leader, recruitment and team development aficionado, top sales performer, and effective executive coach. Conveying a sense of intense personal ownership, she motivates and provides lasting value through sharing hard-earned wisdom and valuable insights alongside stories of inspiration that have sparked the success of others in her orbit for years.

Emmie is an expert at simplifying complex concepts and streamlining systems to improve companies and guide leaders to success. As an executive, practitioner, and mother, she has cracked the code on adapting to one's season of life, and she knows how to fire up audiences around the world to reach their peak performance through delivering practical and actionable next steps. Emmie tailors each keynote to the needs of her audiences, which has included teams from companies such as Morgan Stanley, AFLAC, Bank of America, Keller Williams, and more.



SPEAKER, SENIOR PARTNER, AND TRAINER

As a sales psychology expert, Certified Trainer, and President of Southwestern Training, Emmie Brown personally empowers some of the most successful company leaders across numerous industries to develop processes, build great teams, and maximize overall performance. Since joining Southwestern Consulting, Emmie has been one of the company's top salespeople, coaches, trainers, and speakers. A practitioner of what she teaches, Emmie is an ultra-performer and is consistently in the top 1% in personal sales production.

“

Emmie delivered a mesmerizing speech that was thought provoking and full of great relevant ideas that could be implemented the second you stepped out of the auditorium. Emmie has a way of captivating an audience with her knowledge of sales and leadership. I will definitely be booking Emmie for future events...

-Joe F.B.



Learn more at EmmieBrownSWC.com



DYNAMIC SPEAKER

ON MANAGEMENT AND LEADERSHIP,
FINDING THE NEED, AND MOTIVATION

More than just a speaker, Emmie's programs focus on team motivation and cultivating resilience to overcome obstacles and achieve lasting success.



Dynamic

An energetic approach, coupled with the ability to simplify complex concepts, showcasing her dynamic personality.



Impactful

Consistently delivering practical and actionable insights that have a significant impact on her audiences and clients.



Adaptable

Skilled in tailoring her keynotes to the needs of her audiences and able to adapt to different seasons of life.

KEYNOTE PROGRAMS

MANAGE SYSTEMS TO LEAD PEOPLE

A leader's job is to help his or her people achieve results - however, most leaders fail to help their people reach their maximum potential. They try to motivate their people, but that motivation wears off; they put consequences in place, with only ill-affect. Master the science of managing your systems to effectively lead and impact your people with this keynote!

THE PEOPLE BUSINESS

How to Source, Select, and Retain Top Talent

A properly staffed team can make your business unstoppable! But finding the right people can be frustrating. From sorting through piles of resumes to effectively interviewing candidates to determining if they truly have the type of persistence and dedication it takes to be successful – there's a lot to consider. Discover the best practices to build your team and momentum.

TALK LESS, SELL MORE

The Art of Asking Questions

Regardless of what your role is within an organization, you sell ideas. While most people recognize that they need to get other people to buy-in to their ideas, they don't know how to do it. They stay frustrated that the customer didn't move forward, the team member didn't change, or they just can't get others on board. This keynote shows how to move forward through the art of asking.

WIN THIS SEASON

Strategies to Stop Feeling Overwhelmed and to START Living in the Now!

We all go through different seasons of life in which specific areas of our lives need extra focus and attention. Each season brings different challenges to our success and fulfillment. With so many competing responsibilities in our lives, how do we achieve success? Learn from Emmie's wisdom to adapt to your present.



MANAGE SYSTEMS TO LEAD PEOPLE

KEYNOTE DESCRIPTION

ABOUT MANAGE SYSTEMS TO LEAD PEOPLE

A leader's job is to help his or her people achieve results. However, most leaders fail to help their people play full out and reach their maximum potential. They try to motivate their people, but that motivation wears off. They put consequences in place, with only ill-affect. And, they are baffled as to why their people don't seem to want it or don't seem to get it.

Effective leadership is as much a science as it is an art.

Since writing a thesis and graduating Summa Cum Laude from UNC Chapel Hill 20+ years ago, Emmie Brown has been a top performer in sales, recruited and developed team members to grow the companies she has led, and has coached executives and owners to 10x their organizations and scale them across the globe. She is ingenious at synthesizing complex ideas into simple to understand processes that are easy to implement.

In this empowering presentation, Emmie will share with you the fundamental processes that the most effective leaders from around the globe use to help their people reach their peak potential. Learn these key leadership insights:

- The psychology of human motivation.
- The critical relationship between management and leadership and why you need to master both.
- Common misconceptions about management and why it is damaging your team's performance.
- Five core systems that every leader must manage to help their people reach their full potential.

These proven principles will empower you to confidently lead your team to their peak performance!

TALK LESS, SELL MORE

THE ART OF ASKING QUESTIONS



ABOUT TALK LESS, SELL MORE

Regardless of what your role is within an organization, you sell ideas. While most people recognize that they need to get other people to buy-in to their ideas, they don't know how to do it. They stay frustrated that the customer didn't move forward, the team member didn't change, or they just can't get others on board. They are stuck because they have not learned how to ask questions to change a person's perspective, which is what is needed to inspire a change in behavior.

For 25 years, Emmie Brown has been a top performer in sales, recruited and developed team members to grow the companies she has led, and has coached executives and owners to 10x their organizations and scale them across the globe. She is ingenious at synthesizing complex ideas into simple to understand processes that are easy to implement.

In this eye-opening and instructional program based on behavioral psychology, you will learn:

- Why asking questions is more compelling than telling.
- What second-level questions you can ask to encourage dialogue and deepen the conversation.
- How to move someone emotionally, which is requisite for physical action.
- How to help people realize the payoff for taking action and the cost of inaction.

Inspire people to action by talking less and selling more!



THE PEOPLE BUSINESS

HOW TO SOURCE, SELECT,
AND RETAIN TOP TALENT

ABOUT THE PEOPLE BUSINESS

A properly staffed team can make your business unstoppable! But finding the right people can be incredibly frustrating. From having to sort through piles of resumes to effectively interviewing candidates to determining if they truly have the type of persistence and dedication it takes to be successful – there's a lot to consider. And it doesn't stop there! Once you hire them you then have to figure out how to train them properly, keep them motivated, and engage them so they don't leave you and go to your competitor.

Having conducted thousands of interviews, recruited hundreds of team members, and developed and led high performance teams and organization, Emmie is a sought-after expert on recruiting and training top talent. In this practical and actionable presentation, Emmie provides strategies and principles to get you off the hamster wheel of recruiting and hiring and into the driver's seat of developing an on-fire team that can take your organization to the next level.

“

(Emmie) did an outstanding job of building a presentation around the needs of our company and our objectives for the conference. Her material was relevant and interesting to our group. All left with some key “take-aways” that they could share with their own teams and put to work back on the job.

-Jim B. | Chief Development Officer



WIN THIS SEASON

STRATEGIES TO STOP FEELING OVERWHELMED
AND TO START LIVING IN THE NOW!

ABOUT WIN THIS SEASON

We all go through different seasons of life in which specific areas of our lives need extra focus and attention. Each season brings different challenges to our success and fulfillment. With so many competing responsibilities in our lives, each having significance, how do we achieve success? How do we experience a sense of peace? How do we feel like we are successfully balancing it all?

The truth is that most of us feel really out of control. We feel like we are barely juggling it all or that responsibilities are just slipping through the cracks. Sometimes we even feel like we are not really winning at anything.

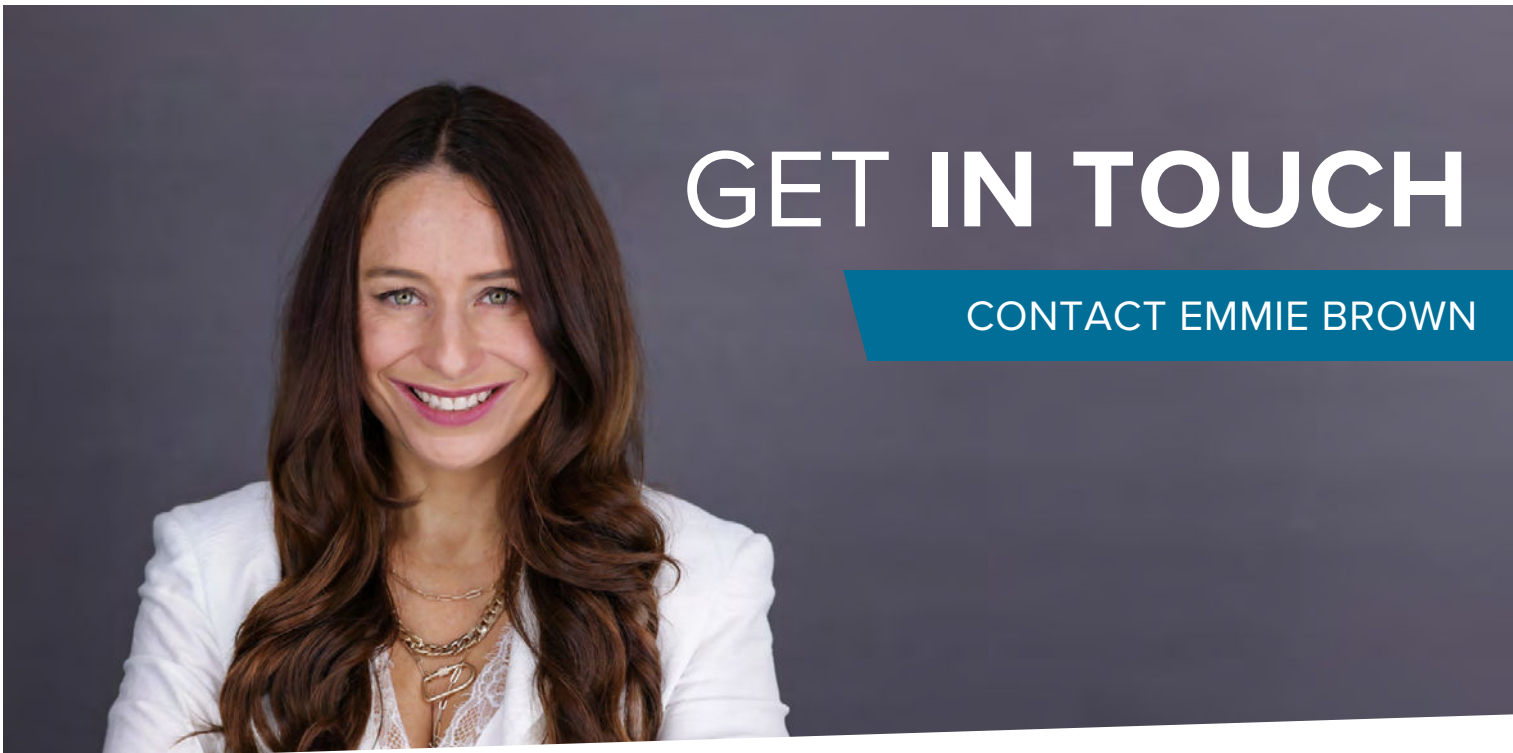
In this empowering presentation you will learn:

- How to identify the season you are in.
- To define the win so that you know what success looks like for you.
- How to create a plan that you can execute.
- How to stop having a short-term perspective that leads to frustration and poor decisions and start thinking long.
- To live in the present.

If you can learn to Win this Season, you will have perspective that allows you to experience real peace. You will be able to more effectively focus your attention and time toward what matters and will experience greater success.

If you don't, then you might always just feel a little out of balance.

SPECIAL NOTE: This hilarious and uplifting program is fantastic for female and general audiences, and also great for men and business audiences too.



GET IN TOUCH

CONTACT EMMIE BROWN

If you're interested in booking Emmie for your upcoming event, reach out to our team of dedicated speaker agents at info@southwesternspeakers.com to check her availability.

Contact Southwestern Speakers:
info@southwesternspeakers.com

You can also keep up with Emmie on the following channels:



Emmie Brown: @emmiebrown



Emmie Brown: EmmieBrownSWC.com



Emmie Brown: @emmiebrownsouthwesternconsulting

SouthwesternSpeakers.com