

A portrait of Anneli Blundell, a woman with long brown hair, smiling and looking upwards and to the right. She is wearing a white zip-up jacket with blue piping. The background is dark. The text 'Anneli Blundell' is in the top left, with 'people whisperer' below it. An orange banner with 'KEYNOTE SPEAKER' is across the middle. Three adjectives are listed in the bottom left. A copyright notice is at the bottom center.

Anneli Blundell

people whisperer

KEYNOTE
SPEAKER

Dynamic

Playful

Engaging



Anneli Blundell

Anneli's on a mission to humanise the leadership landscape and change the way we see each other.

Known for her dynamic and engaging style, Anneli disarms her audiences with her natural charisma and cheeky banter. A skilful and fresh presenter, Anneli draws her audiences into a carefully crafted fabric of stories, insights and practical wisdom. She works hard to understand the challenges of her audience and tailors her unique presentations accordingly. Humour, relevance and a knack for practical reality are keys to her high levels of audience engagement and consistently outstanding feedback.

L&D Professional of the Year from the Australian Institute of Training and Development and Gold Stevie Award Winner for Entrepreneur of the Year, 2021, Anneli's passion for decoding people and performance dynamics makes her a sought after speaker, mentor, and leadership expert. She makes the complex job of understanding why people do what they do (and how to get the best out of them), both accessible and entertaining.

Anneli is the author of several books on shifting human behaviour with her latest books *When Men Lead Women: Navigating the Facts, Fears and Frustrations of Gender Equality as a Male Leader*, and *Developing Direct Reports: Taking the guesswork out of leading leaders*, providing reference guides for developing leadership on the job.

A regular media commentator, she has been featured as an expert across multimedia publications including The Australian - Business Review, Herald Sun, Daily Telegraph, The Advertiser, The Courier Mail, HuffPost, 3AW, and Modern Business Magazine, to name a few.

Incidentally she's also a nifty parallel parker, a keen runner and a salsa dancing addict who loves any meal cooked by someone else!



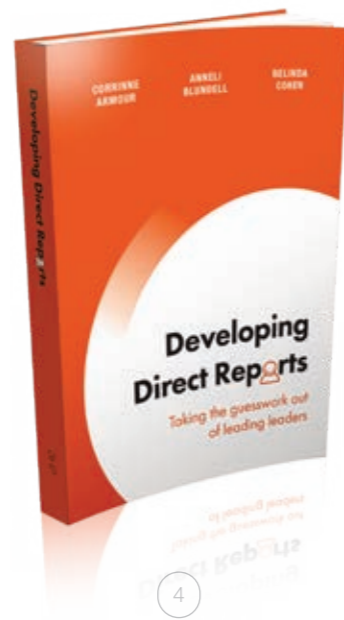
The Leadership Lens: Change the frame to change the game

KEY MESSAGES: LEADERSHIP, PERFORMANCE, INFLUENCE, ENGAGEMENT, COLLABORATION

In a study of over 50,000 executives, the flaws most commonly tripping up leaders at risk of derailment were related to failures in establishing interpersonal relationships.

The ability to read a room, decode underlying dynamics and navigate difficult personalities can make or break a career, a relationship or a business and ultimately impact success.

In this intriguing and engaging talk, Anneli will challenge what you think you know about the power of relationships to drive results and how to get the best out of people... even if you don't like them! She'll uncover the key distortions that affect our ability to cultivate brilliance in others and what to do about it. A must-see presentation for anyone who relies on others to deliver results. If fast tracking your career or accelerating business success is important to you, then this session is not to be missed!



THIS KEYNOTE EXPLORES:

- » Why working with diverse, difficult or different people fast tracks careers and results
- » How we unconsciously determine the potential of those around us
- » How logic and intellect can get in the way of progress and potential
- » Why our skills and experience are part of the problem and what to do about it
- » Why the 'traditional' push for diversity is making things worse
- » Why the world is ready for a new leader and how to get there



Leading Women: The invisible forces that shape women in leadership

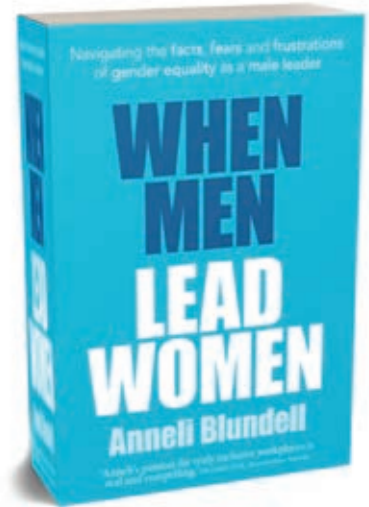
KEY MESSAGES: GENDER EQUALITY, INCLUSIVE LEADERSHIP, DIVERSITY, EQUITY AND INCLUSION

Gender equality is a tricky topic. Organisations and leaders know the conversation is important, but healthy discussion can be mired by political correctness, kneejerk responses or a hesitancy to engage at all.

We need to shift the focus from women to the workforce, without blaming or ostracising men in the process. This is a challenge about the systems and structures that keep bias in place, not just the beliefs that created them in the first place.

It's time to take a practical approach to this issue. It's time to move beyond the data and the research, and focus on the leadership habits that build or break bias on a daily basis. We need to encourage robust discussions of everyday experiences that challenge the systems and create real change.

In this insightful, engaging and often surprising talk, Anneli takes a playful look at some profound principles to help us better understand what is happening, what's not happening and what we can all do individually, and collectively, to shift the dial on gender equity in the workplace.



THIS KEYNOTE EXPLORES:

- » Why we're solving for the wrong problem when it comes to bias
- » How to overcome the double binds of regular career advice for women
- » The real reason men aren't more involved – it's not what you think!

Credible Communication: Is your value lost in translation

KEY MESSAGES: LEADERSHIP, INFLUENCE, PERFORMANCE, ENGAGEMENT

Being a powerhouse of knowledge and experience is not enough if your language patterns and non-verbal cues do not support this truth. Professional credibility and value is all too easily lost in translation.

Too often we unconsciously sabotage our success by using language and behaviour that belies our true talents and abilities. But there is hope to be found within a simple, yet powerful formula for credible communications in the workplace.

Anneli provides a fresh perspective on communication and the language of success by exploring the key credibility killers in any communication context. She helps her audiences discover if they are unknowingly sending the wrong signals about their capability and more importantly what to do about it!



THIS KEYNOTE EXPLORES:

- » The language patterns that undermine credibility and confidence and how to avoid them
- » The non verbal signals that enhance professional presence and make us visible
- » How others see us and how that's impacting our career



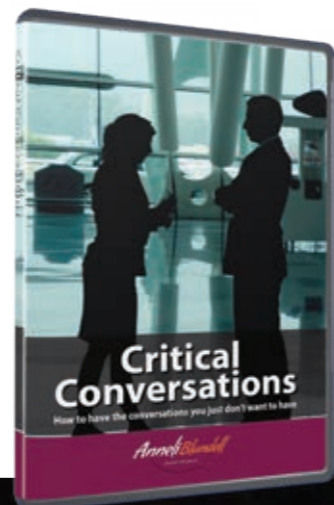
Critical Conversations – The art and science of a difficult conversation

Hard conversations are a part of life. No one wants to be the bearer of bad news and bruise a relationship in the process. We are wired to get along with other people, and will often go to great lengths to avoid having a difficult conversation... But at what cost?

As leaders, managers and collaborators in the workplace, we need to have difficult conversations, whether we like it or not. From sharing uncomfortable, unpopular or sensitive messages, to dealing with difficult behaviours or personal issues, our ability to lean into hard conversations ultimately affects our leadership impact.

It's time to understand what gets in the way of our ability to say what needs to be said, in the way we want to say it. We need to discover a simple formula for approaching difficult conversations that builds trust, strengthens relationships and creates a common truth.

In this session, we'll explore how to stop avoiding the hard conversations, and reveal how to turn difficult, awkward and uncomfortable conversations into meaningful, measured and impactful exchanges.



THIS SESSION EXPLORES:

- » The real reason we avoid hard conversations
- » The hidden benefit of speaking the truth
- » The key principles needed to conquer the critical conversation





Change matters: Developing change leaders

We are facing a world of unprecedented change and complexity. Navigating the current pace of change can take its toll on our staff.

New systems, new products, changing workforces, can all combine to create emotional and operational chaos.

Without understanding what causes our personal response to change, we are at the mercy of resistance to and distrust of new initiatives. Understanding, exploring and more importantly normalizing people's response to change is a critical step in helping people deal with and manage change.

This session explores the neuroscience behind our emotional response to change. What's happening in the brain and how that is driving our behaviour. We explore a model for change that quickly diagnoses your personal perspective on change, the impact of this and the levers that will be most effective in building behavioural flexibility around change.

This session can be run as a half-day or full day workshop.

THIS SESSION EXPLORES:

- » The anatomy of change from a neuroscience perspective
- » How to understand your relationship to change
- » New tips and tricks for building change flexibility
- » How to lead yourself and others through the emotional impact of change



The coach approach: Coaching for performance

Coaching conversations increase engagement, reduce turnover and support people to develop their full potential. Yet these conversations are still too rare.

As leaders, our desire to deliver quality can stop us developing others.

We want our people to step up, to take more accountability, and to think for themselves. Yet for our people to step into their own leadership, we must learn to step back and out of the way. When we struggle to let go, our people struggle to step up.

Developing potential in others requires a coaching habit. We need to change the default from telling to asking, from control to co-creation, from compliance to engagement. We need a way to nurture the next in line and deliver results through others, not just on our own.

This session can be run as a half-day or full day session.

THIS SESSION EXPLORES:

- » When to coach, when not to coach and the role of trust in the conversation
- » How to break out of old patterns and embed a focus on asking over telling
- » The critical steps to stay on track using a simple coaching model

What does the audience say?

“Worth the trip from Cairns just to see her! Awesome! Could listen to her all day. She has lots of pertinent messages and is a great presenter!”

“Brilliant. I learnt so so much from Anneli and could have listened to her all day. Can't wait to get the practical takeaway hints and tips to use when I get back to the office.”

“Best of the day. She was fabulous. Lots of great ideas.”

“Anneli was incredible, loved every part of her presentation. Such great tips, great way to finish off the day.”

“Amazing. Great energy, warm and provided some practical tips that really resonate. Can't wait to get my hands on the other material.”

“Brilliant. Great humour. Fantastic advice... all very real and a really great start to a presentation too!”

“Brilliant, interactive and incredibly helpful information.”

What do her clients say?

“Anneli is such a dynamic, engaging speaker. Her unique style and delivery was exemplary. By combining humor, examples, and an informal but highly focused presentation, she demonstrated her command of the topic and gave her audience immediately useful take-aways. I would highly recommend Anneli.”

Joana Narciso, Conference Project Manager - Salvo Global

“At DeakinCo. we look for opportunities to share thought leadership with our valued clients and the broader learning community. While these events are always insightful, with Anneli we also got engaging and entertaining – a compelling trilogy that was appreciated by all who attended.”

Simon Hann, CEO - DeakinCo.

“Anneli was a stand-out speaker at our National Congress. I knew right away I wanted her for our next conference as well. She was engaging, interactive and informative. The delegates loved her style and the substance of her message with comments including, “fantastic and engaging” “very honest and compelling” “loved the real life stories and excellent content”. Over all she was really well received, a pleasure to deal with and we look forward to her presentation at our next conference.”

Olivia Li, Program Director - Intrepid Minds

“...Anneli was a standout highlight amongst her peers and a clear top-of pack leader against the other 21 speakers at the event.”

Sally Parrish, Managing Director - ANZI Coaching

“To say Anneli's presence was a high point of the conference is an understatement. Over the past ten years I seen over 500 presentations and Anneli's was definitely above the 95th percentile. Anneli was very well prepared, extremely knowledgeable and highly engaging. The response from delegates was very positive. We would gladly have Anneli speak at one of our conferences in the future. I would also like to take this opportunity to sincerely thank Anneli and her team - they were a joy to deal with.”

Scott McKinnon, Head of Digital - CommStrat



Anneli Blundell

people whisperer



SHOW REEL: See Anneli in action

**Want to book anneli as a speaker?
Contact our office today**

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