

Dear Event Planner,

Trying to find the ideal speaker for your group among the many talented people available can be a challenge. It is an honor for me to be considered among the possibilities.

People have often asked me why my presentations are successful with such a wide range of organizations, from the health care industry to agriculture to education to non-profit organizations to the financial and insurance industry, etc. etc. I am fortunate to speak with people from all walks of life, in all financial situations, all generations and a variety of cultural backgrounds. I learn from each of them.

I thought it pertinent to ask the people who work with me on a recurring basis why they feel we have continued success. Here are the responses “ It is evident that you truly like people and believe in them”; “you walk your talk”; “you help people realize they have the skills within themselves to handle whatever situation comes their direction”; “you make goals attainable”. That is what people observe about me and what I hope we all can observe about each other.

So, the answer would be that I see each organization as a gathering of individual, unique people, the best advantage to any venture. My goal is to interact **with** my audience rather than talk at them. If I can help people understand that they have the resources within themselves to handle the day to day challenges (at work, in life, and in their relationships) it strengthens them to handle the large ones. Recognizing our humanness and our capabilities makes us better people, so we are better employees, better family members and better friends.

Why do I have success with my presentations? For a brief time, I am part of the team. It is the connection that is built with each individual in each unique audience. When we celebrate our successes and face our foibles, we meet life, work, and relationship challenges with a little humor and a little hope. It is the awareness that each of us has a talent and no matter what position we hold we can make a difference. And that difference...is what I hope to make as well.

Respectfully yours,

Juli Burney
Motivational Humorist