



## Seth Mattison

**Internationally renowned expert, author and trendspotter**

Seth Mattison works with category leading brands, institutions, influencers and leaders to help facilitate a shift in consciousness around what work, influence and leadership will mean in the 21st Century and the role individuals can play in intentionally creating meaningful careers and companies that bring deep value to the world.

## Seth's biography

### **Seth Mattison's background**

As Co-Founder and CEO of Luminare Labs, Seth advises many of the world's leading brand and organizations on the key shifts happening around talent management, change and innovation, leadership and the [future of work](#).

His ideas have been featured in such publications as The Wall St. Journal, Forbes, Entrepreneur and The Globe and Mail and was recently named to the Editors' Picks for [Speakers](#) to Watch.

For the past decade, Seth has shared his insights with thousands of [business leaders](#) around the world and has received accolades from many of the worlds biggest brands including: MasterCard, Caterpillar, Microsoft, Kraft Foods, AT&T, PepsiCo, GE Energy, Cisco, Morgan Stanley, Berkshire Hathaway, Dow and Disney.

## Seth's talks

- **The war at work - Building a next-generation enterprise for a next-generation workforce**

For future focused organizations to succeed in the age of the networks, a bold approach to leadership is needed. An approach where freedom, trust and experimentation are not only embraced but encouraged.

Unfortunately while our advancement in technology has equipped us to navigate the disruptive waters of change, our leadership ethos has not. Today, many of our organizations still operate from a 19th Century industrial age management mindset that undervalues unconventional thinking, discourages full transparency, deters initiative, frustrates experimentation and allows people to play small.

- **The sales revolution - A power shift has occurred in the world of customers and clients today**

No longer do institutions and authority figures hold the keys. Today power, information, and influence are shared between customers and sales professionals creating new challenges and opportunities for entire industries. How will you respond to this dramatic evolution? In *The Sales Revolution*, Seth Mattison will dissect how world class firms, leaders, and sales producers are meeting the elevated expectations of more sophisticated and demanding customers by demonstrating an entirely new set of relationship competencies and intelligence gathering skills required to compete and win business in this new complex and competitive environment.

- **Leading breakthrough performance - Preparing leaders to thrive in the new world of work**

This leadership development experience was designed specifically to help leadership teams prepare to guide their organization through the incredible transformation we are going to experience on the journey to 2020. As our workforce and customers evolve, the way we approach leadership also needs to transform. Traditional, hierarchical leadership is giving way to a more connected, collaborative and flexible approach to managing people and performance.

- **Future forces - Insights for navigating uncertainty in the connected age**

We are entering the greatest period of global transformation the world has ever known. These tectonic changes are enabled by rapidly evolving technology and destabilizing demographic changes. The rigid business models and long-standing rules we've come to count upon for centuries are no longer reliable and are proving inefficient or ineffective against many of today's most pressing challenges. This constant state of disruption mandates a new level of professional courage and influence in order to effectively impact our organizations and those around us. How has leadership, strategy, curating and shaping culture changed in the Connected Age? How can we use knowledge and connectivity to manage vast amounts of information, maximize organizational relationships and optimize talent utilization creating competitive advantages in an increasingly uncertain global economy?

- **Next Gen talent - Unleash the power and perspective of every generation**

Take a look around your organization today. There's a good chance you're working alongside 3 and possibly even 4 generations of talent. Going forward, the workforce is moving inexorably toward greater diversity. This dynamic can create crippling challenges or game changing advantages for teams that learn to recognize, understand, value, and ultimately tap the strategic perspective that lies within every generation. Fresh eyes along side seasoned wisdom will be a fierce force in the new world of work. Gen-Power will help you harness it.

- **Relationship revolution - Building better connections in the digital age**

In today's super-wired, highly digital society, humans still crave social interaction and relationships. In business, creating strong relationships is the key to achieving success, both individually and as an organization. What's the secret for cultivating successful relationships, particularly in business? As more and more of lives play out virtually, connections can sometimes feel less than fulfilling. From Facebook to LinkedIn, Twitter to Instagram, it's important to

remember just how powerful it can be to reach beyond the fiber optics and make that physical connection.

By balancing the time and energy we spend in both the physical and virtual space we can create deeper and more meaningful connections.

- **Go first leadership - Expanding leadership capacity in the connected age**

In order to effectively lead others today we must first be able to lead ourselves. As traditional hierarchies are reexamined and leadership becomes less about title, tenure, and time at the organization and more about influence, impact, and social capital; our ability to develop, cultivate, and grow our personal presence and own our capacity to show up as our full selves every single day will become the new mandate for leadership in the connected age. What will be required of us to move the masses and who will we need to become in order to meet the new demands of our hyper-connected, often times digitally distracted era and what's at stake if we fall short?

In this highly interactive deep dive discussion, Seth will shed light on these questions and add new perspective the conversation of leadership today by dissecting the most critical skills and competencies leaders will need to acquire in order to elevate their impact on the teams they're supporting, the organizations they're leading, and the communities they live in.

Speakers Associates Ltd | +44 (0)1628 636600 | [info@speakersassociates.com](mailto:info@speakersassociates.com) | [www.speakersassociates.com](http://www.speakersassociates.com)