

Sam Richter Keynote and Workshop Program Topics

A superb storyteller, Professional Hall of Fame speaker Sam will have your audience laughing, thinking, and leaving your program motivated to immediately implement the practical ideas shared to improve their performance.



Get the Meeting No One Else Can

Intel Secrets to Find the Right Person, at the Right Time, with the Right Message

In today's world, it's no longer enough to be interesting. To succeed in sales, you must be interested. What's important to the other person? How can you hyper-personalize your message so it gets noticed? Discover how to find the right opportunities, at the right time, with the right message to get meetings with decision makers that others only dream about.

[Program Details](#)



Embrace It: Generative AI and Your Future

Transform Your Business, Your Communications, Your Job, and Your Life

Artificial intelligence (AI) and machine learning are nothing new. However, with the introduction of Generative AI programs like ChatGPT, Claude, Llama, and other large language models, for the first time in history, everyone has equal access to the knowledge and advanced technology that will transform business, communications, jobs, and lives.

[Program Details](#)



Every YES Begins With a KNOW

Intel Secrets to Building Strong Relationships Based on Care Abouts

Whether it's a new customer, employee, supplier, board member, or funder, people do business with people who they like and trust. How strong could your relationships be if you understood others better? What relevant experiences and stories can you share? People are amazingly passionate about themselves. Discover how to discover what others care about.

[Program Details](#)



Don't Steal the Cheesecake

Is Your Digital Footprint Costing You Business Opportunities and Meetings?

In today's "everything is online" world, people pass judgement and form opinions about you before ever even meeting. What you post online, text, leave as a voicemail, say or do in front of a public camera, and even email is not limited to private networks. Rather, there's a good chance that what you do in a digital format is public, searchable, and archived, FOREVER!

[Program Details](#)



Is Your Business Consultant Some Yahoo Named Google?

Get the Right Information, the First Time, Every Time

On average, each person in your office spends two+ hours each day looking for information? At an opportunity cost of \$50 per hour, that's almost \$20,000 per year per employee wasted. How valuable would it be if you and your team could cut searching time in half?

[Program Details](#)



You Just "Friended" a Thief

Simple Ways to Protect Your Data, Your Client's Data, and Ultimately Your Business

It's amazing the amount of information available about people and companies that can be found online and in an office. Unfortunately, what you share in a digital format and on paper can, and oftentimes will, be used against you. It's shocking how vulnerable we all are to Personal Identity Theft and Business Identity Theft - in ways you might not think about.

[Program Details](#)

For more information, please visit: www.samrichter.com