

# Terry Hawkins

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## *Mind Language Expert and Corporate Trainer*

Terry Hawkins is a highly successful business woman and author and an internationally recognised presenter who draws on a vast foundation of knowledge and techniques to change the way her audiences look and feel about life and business.

Terry's specialty is working with people and showing them how they can use their experiences from their past to fuel the future and change their behavior. She has worked across all industries to develop leadership skills, sales techniques, retail front-line management, and communication strategies. Her clients have included Nordstrom, Billabong & Mecca Brands.

Terry's delivery is nothing short of spectacular. She is one funny lady and her gift for connecting with people from all walks of life allows her to deliver high impact, hilarious and thought provoking presentations - she takes the complicated and makes it so simple to understand that it seems like magic!

## **About Terry Hawkins:**

Based in Los Angeles, Terry Hawkins is an Organisational Transformation expert who pioneered empathy-based sales and management training with a purely in-person training facilitation model. Her training company, People In Progress Global was founded in 1989. Now called Progress Retail, Terry leveraged technology to transition her company into an e-learning and sales management software company.

A non-digital native, Terry persevered through the trials of adapting what she's known to be true, with what is required to remain relevant in the future. Her core education product, C.A.R.E. Customers Are Really Everything® has had over 25 years of durability in its analog, in-person format as a front-line retail sales system. A pioneer in retail sales education, mastering behavioral re-patterning tools are consistent undertones in her retail education products, and her keynote speaking addresses.

Terry Hawkins' fascination with the unconscious mind has led her to study peak performance and the blockages that stop people from succeeding (becoming an NLP practitioner, Hypnotherapist and Time Line Therapist in the process!).

Terry is one of those rare people who can deliver a message that you will remember forever. As



Australia's most booked female speaker for many years, she was inducted into the Speakers Hall of Fame in 2010, and in 2014 was listed as one of the Top 60 Motivational Speakers of the World – Top 10 Women! She has also received the President's Call to Service Award (yes, President Obama).

An accomplished best-selling author, her book, *Why WAIT to be GREAT! It's either NOW or TOO LATE!* Was given the Editor's Choice Award and the Rising Star Award.

### **Terry Hawkins talks about:**

- **Re-Patterning for Change** – Terry's study of neuroscience delivers a compelling focus on behaviorally re-patterning ourselves, and with a concerted effort, achieving what we want. She works through multi-step processes for creating change in one's relationships and business.
- **Defining a Powerful Future** – Is your organization, or are the members of your team dwelling in what can't help them? Placing proper perspective on the past, and creating the fuel for the future is Terry's specialty in ninety minutes or less. The past can't hurt you, only the meaning that is assigned to it.
- **The Next Retail Revolution** – There is another sea change approaching in retail. E-Commerce had the show for the first part of the new century, but make no mistake, the future of retail is very human. What can you do to be ahead of this change? Terry leverages her many years of retail development experience.

### **Client testimonials**

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“ Terry Hawkins ‘Wow!!! What can I say? Terry Hawkins is absolutely fantastic!!! This woman is the most amazing and inspiring speaker I have ever listened to. Her presentation, delivery and energy are second to none. She made us roar with laughter, question our beliefs, challenge ourselves, shed a few tears but most importantly stretch our horizons and believe in ourselves. Her message is so powerful and yet so simple. Thank you so much for recommending her.

- **Century 21**

“ Very well received – it was fun and entertaining as well as a valuable learning tool.

- **Westpac Banking Corporation**

“ I cannot say enough about Terry. She came, she conquered. I have been inundated with notes of thanks from our managers for the Terry Hawkins experience.

- **Bowens Health Services**

“ A LIFE CHANGING EXPERIENCE! We are still talking about PITMAN and STICKMAN!...What an amazing and powerful machine we have in our skulls...Terry made sense and made what is sometimes complicated, very simple.

- **Suncorp**

“ The feedback from your session has been universally outstanding. In my experience of conferences and team development, I have not had 100% positive feedback. You achieved this and more. You ignited the passion within our staff and this energy was maintained throughout the two day conference.

- **Mission Australia**

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