

MAJEEDMOGHARREBAN

Tools and inspiration to realize your potential.

CORPORATE SPEAKER KIT

MAJEED MOGHARREBAN

O V E R V I E W



Majeed's unique perspective on business leadership has taken him across the globe, guiding organizations such as World Wildlife Fund, Toyota, Vanguard, and Loblaw Inc. to achieve more, faster. Drawing from his own experience as an entrepreneur, Majeed delivers powerful, experiential presentations for both corporate and youth audiences. His story-filled talks demonstrate how to harness the entrepreneurial mindset that is key to success in the 21st century.

Having started five businesses before turning 21, Majeed is passionate about inspiring youth to dream big and consider entrepreneurship as an option for their future. His co-authored book "Winning at Life" is a must-have instructional guide for young people to live a life of passion and make a meaningful impact along the way.

Majeed is praised for his natural ability to inspire self-confidence and proactive living. He offers an action-oriented approach to doing what you love and charting your own personal path to success.

Majeed customizes each speech to suit the needs of both corporate and youth audiences. His most popular speaking topics include:

- *Getting Paid to Do What You Love*
- *Innovation, Creativity and Entrepreneurship*
- *Winning at Life: What Does Success Mean to You?*
- *Entrepreneurial Leadership*
- *Communication*
- *Public Speaking*
- *Sales*
- *Time Management: Take Back Your Time*
- *Networking: Your Network is Your Net Worth*



CORPORATE

S E S S I O N S

Majeed Mogharreban is a professional speaker, author and entrepreneur. After starting five businesses before he turned 21, Majeed now helps companies succeed faster with the entrepreneurial mindset. He is known for being an energizing keynote speaker that empowers audiences to take action. His unique perspective on business leadership has taken him across the globe; guiding organizations such as World Wildlife Fund, Toyota, Vanguard, and Loblaw Inc. to achieve more, faster. His story-filled talks demonstrate how to harness the entrepreneurial mindset that is key to success in the 21st century.

Through powerful keynote speeches and training, Majeed brings an enthusiastic start-up spirit to the corporate world. His actionable leadership solutions pave the way to heightened innovation, creativity and effectiveness in the workplace. As a Consultant for first-time entrepreneurs with Invest Ottawa and the YMCA, Majeed has a unique, up-to-date view of how individuals can influence growth and profitability within a company. With a focus on maximizing strengths, he teaches leaders how to develop a corporate culture that attracts, engages and retains employees who champion the company's long-term vision for success. Majeed's most in-demand speech topics are centered on Networking, Leadership and the Entrepreneurial Mindset.

Majeed's passion is to help people find their path and to walk it. Thousands of aspiring entrepreneurs have been trained by Majeed, including 2-time Olympic gold medalist and Australian Senator, Nova Peris, and MVP Australian footballer and spokesperson for indigenous rights, Michael Long. He is praised for his natural ability to inspire self-confidence and proactive living. Majeed's work continues to be inspired by youthful ambition. As Youth Business Advisor to Invest Ottawa, the economic development agency in his home town, he gets to mentor young entrepreneurs in their first business ventures. Majeed believes anyone can make an impact and income doing what they love.

Majeed's co-authored book, "*Winning At Life*", is a must-have instructional guide for young people to live a life of passion and make a meaningful impact along the way. Majeed has been a guest expert on various news media, including Canada's national publication The Globe and Mail.

Originally from Illinois, USA, Majeed has made his home in Gatineau, Quebec, Canada where he lives with his beautiful wife and young daughter. He continues to quench his thirst for travel through speaking engagements and the occasional family adventure.

TESTIMONIALS



“Majeed has a unique skill to connect magically with his audience, and leaves them with sparks in their eyes and a jump in their step, ready to take on the world”

Bart Bakker,
Chief Idea Office at Leadership Ottawa

“Majeed is a natural, insightful presenter. He inspired me to approach networking with a helpful mindset. It’s a new way of looking at these events that will make all the difference.”

- Lana Cooper, Creative Director, Cooper Productions

“Majeed was instrumental in helping me rethink and reshape my leadership mantra.”

- Gilles Smith, Director of Information Solutions, Maple Leaf Foods

“Majeed teaches with a passion that you cannot help but engage in!”

- Trisha Egerton, Business Planner, The Clorox Company of Canada, Ltd.

“Majeed’s thorough approach, development of an action plan and timely follow up helped put us on the right track to implementation.”

- Paul Abboud, Sales Representative, Keller Williams Ottawa Realty

“Truly an entertaining and thought-provoking individual. He is witty, profound and he is a magnet for the audience’s attention.”

- Steve Lowell, Professional Speaker, Seminar Facilitator and Trainer, Lowell Workshops

“When Majeed speaks, he has a unique way of making people feel relaxed, welcome and open to learning. Majeed gave me extra ordinary tips for my career and motivated me. I would highly recommend Majeed as a Keynote Speaker or Workshop presenter and to help you grow to your next level.”

- Ifran Mohammed

“His ability to take on challenges and knock them out of the park in creative and inspirational form is a gift he owns.”

- Dan Dubeau

TESTIMONIALS

“He has a way with words that just makes you want to hear more. He is also a creative thinker who is always full of new and exciting ideas.”

- Maya Tobias, Student, Washington University in St. Louis

“Majeed is an incredibly gifted communicator and public speaker. He was able to provide exceptional guidance for me in my community work and in the development of my organizational strategy through easily accessible thought experiments, entertaining stories, and spot-on examples.”

- Kevin Malone, Men’s Community Program Coordinator, Bread for the City

“Majeed is a passionate and effective speaker. He is intelligent, street smart, and thorough in his work.”

- Ken Harrington, Entrepreneurship Managing Director, Washington University in St. Louis

“Majeed is a ‘young tiger’, one of those people that demonstrates purpose, passion and tenacity on a daily basis.”

- Saul Jacobson, Author/Keynote Speaker, SuccessPro International

“His talk was impressive and well received by our members and he got an enthusiastic response. I wouldn’t hesitate to recommend him as a speaker at any event that is looking for a great motivational message”

- Robert Carscadden, Vice President, Your Stage Training and Education Inc.

SPEECH TOPICS

Getting Paid to Do What You Love and Empowering Your Team to Do the Rest

Would you rather make lots of money, or love your work? Why not both? Majeed Mogharreban will show you how to leverage your strengths and passion to make an impact and an income doing what you love. You can concentrate on what you do best and create an all-star team around you. In this talk, Majeed will show you the M.A.P. to the Money Spot to get paid to do what you love.

The audience will learn:

- Why most people focus on their weaknesses instead of their strengths
- How passion makes you more attractive and effective
- How to attract, build, and leverage an all-star team

Leading and Succeeding with the Entrepreneurial Mindset

“Innovate or die.” “Do more with less.” Today’s business world requires the agility, creativity, and innovative thinking that young start-ups are famous for. Combine cutting edge entrepreneurial skills with wisdom and experience of established organizations, and you have a winning combination. From the top of the organization, to the bottom, new skills to become more innovative, creative, and entrepreneurial impact the bottom line, boost morale, and attract and retain top talent.

The audience will learn:

- How to think like an entrepreneur within an organization
- To apply creative thinking tools and techniques to come up with faster, better, and more profitable ideas
- How to see the big picture of the organization to better perform in their specific, valuable role
- To create value even when it’s not in their job description

Winning at Life: What Does Success Mean To You?

Give your team an exciting experience that will inject meaning and passion into their work!

This workshop will show you how, step-by-step, to discover and live the life of your dreams. First, Majeed will help you get clear on your vision for your life. Next, you will discover how F.E.A.R. is holding you back. Finally, you will be given the tools to monitor and measure your progress to make success inevitable. You will learn how to use mindmapping as tool to quickly and creatively get ideas out of your head and onto paper to take action and get results.

The audience will leave with:

1. The M.A.P. to your money spot
2. A clear vision for the life of your dreams
3. A mindmap of your business, knowing the fewest actions you need to succeed
4. The secret of what bridges your inner world and your outer world

Innovation, Creativity and Entrepreneurship

Essential skills for success in the 21st century

Introduce the entrepreneurial skill set for a more productive, motivated and creative team. This interactive training session features highly specialized techniques for your team to improve and excel in the following areas:

- Opportunity recognition
- Innovation
- Critical thinking
- Creativity
- Decision-making
- Teamwork
- Problem solving
- Leadership

Communication

Who communicates? Everyone. Who communicates well? Very few people. Effective communication attracts customers, keeps customers, attracts talent, improves moral, speeds up projects, prevents conflict, improves marketing, and so much more. If you want to be better understood and more engaging, Majeed can help. Dealing with difficult people? Having trouble getting people to do what you ask? Look no further than better Communication.

The audience will learn:

- The key to building trust and connection: Empathetic Listening
- A simple, 3-step method to improve communication outcome, regardless of the medium
- How to be more engaging, inspirational, and motivating
- The psychological and emotional impact of bad communication, and how to make it better

Public Speaking

Survival skills for the new presenter

Speaking in public is the number one fear in the world, even greater than the fear of heights or death. Perfectly intelligent people freeze the moment they have to

stand up and present. They fear going blank, they fear losing their voice. Most of all, they fear appearing foolish. A great speaker has personal confidence, knows what they want to say and is comfortable communicating. But first, the speaker needs to create a presentation with the right messages and content for their target audience. Participants will learn how to understand their audience and create messaging that is relevant to their talk.

The audience will learn:

- How to establish rapport and techniques to combat nervousness and why positive selftalk is so important to be a confident speaker
- How to add punch to their presentations using graphics and other aids
- Establish rapport with your audience
- Techniques to reduce nervousness and fear
- Understand your strengths as a presenter and how to appeal to different types of people
- Recognize how visual aids can create impact and attention
- Develop techniques to create a professional presence
- Learn some different ways to prepare and organize information
- Prepare, practice, and deliver a short presentation

Sales

Do you consider yourself a full-time, professional sales person? If you said “No”, you may be in trouble. We are all in sales, all the time. Sales is helping people make good decisions that are good for them. Sales is the application of communication and psychology. Understanding what makes people buy, and how to help them make good decisions, is the most important factor to success in your business. Majeed will teach you simple principles, strategies, and techniques to attract more buyers through better communication and better understanding of human psychology.

The audience will learn:

- How to build relationships and trust at every single touch point
- How to use questions to guide the buyers mind through pain and pleasure motivators to buy
- How to overcome objections with Emotional Reasons to Buy Now (ERBN) and Logical Reasons to Buy Now (LRBN)
- The 5 “Why Buy?” questions your prospects are asking, whether you know it or not

Your Network is Your Net Worth

Do you have a strategic networking plan to grow your business? Or do you meet people by accident and hope for the best? Majeed will teach you a step-by-step process to deepen and expand your professional network so that you can grow your

business by choice, not by chance. Majeed will share his secrets of how he built a massive network from scratch in a new country, increased sales, gained respect and trust in his new marketplace, and continues to grow an international professional network. You will learn how to go deep in existing relationships and how to quickly build new relationships with key partners and customers.

The audience will learn:

- How to build a strategic networking plan for yourself and your staff
- How to make the most of the relationships you start at networking events, conferences, etc.
- How and when to follow up most effectively
- How to “duplicate yourself” and use leveraged forms of communication to build those relationships while you sleep

Take Back Your Time

Your most valuable asset is your time, period. So how can you make the most of it? Why is it that some people can get so much done in a day while others fret and stress about a pile of work on their desk and never seem to get much done? The answer is time management skills. How would it feel to be in control of your with a clear plan of action? How would it feel to see clear progress in getting things done.

The audience will learn:

- A simple, repeatable system to gain control of any project
- Easy to implement methods for goal setting and clarifying action items
- Tips and tricks to effectively delegate tasks
- Key phrases to communicate objectives and clarify desired outcomes

MAJEED HAS PRESENTED OR CONSULTED FOR

