

Chris Helder

Master of Mindset, Keynote Speaker

Chris Helder is a business expert, best-selling author and one of Australia's most sought-after keynote speakers on mastering the power of mindsets, genuine communication and influence. He provides audiences with the tools to master the art of influence with both clients and themselves.

Chris has a fresh and engaging style that immediately captures his audience's attention and a passion that is contagious. Originally from the United States, his presentations provide a high energy and hilarious understanding of human behaviour. From mastering 'nightclub excellence' to finally winning that big account, audiences discover the key to building rapport and influencing those around them.



These skills range from adjusting to different 'intensities', to easily reading and adapting to body language and eye patterns to quickly establish a connection. Chris also challenges participants to understand the importance of mastering their own 'mindset', to avoid playing the role of victim within situations.

Chris is fascinated with helping people take back control of their own self-talk, believing that "the most important words we say all day are the words we say to ourselves, about ourselves, when we are alone by ourselves". He believes most people are cruel and demeaning in those moments. Chris teaches people how to master this communication, altering their self-perception and therefore the results they attract.

Chris is the author of three bestselling books: *The Ultimate Book of Influence* which has been published in five languages, *Useful Belief*, which is one of the highest selling Australian business books of all time, and *Cut The Noise* which is about achieving better results with less guilt.

Chris Helder speaks about:

The Simple Shift: For years, people have been told to try and be 'positive'. The reality is that when most people try this, they are unable to sustain it and end up feeling worse than when they started out. In this presentation Chris helps everyone in the organisation determine what useful actions and useful beliefs are, in every situation, to gain maximum results.



How to Influence People: This powerful presentation makes an immediate impact in the areas of communication, sales, leadership and building customer relationships. Each participant will leave with a greater understanding of those they are trying to influence, in order to create a stronger connection and ultimately better results.

Cut the Noise: With everything from media, social media, endless emails and countless meetings, it can feel like fifty thousand things hitting us from every direction. In business today it becomes even more important than ever to identify what gets results and what is simply a waste of time. This compelling keynote has an impact on the ability to focus and prioritise for greater success. Audiences explore the following techniques:

- Accelerated Focus - a technique to increase concentration and demonstrate to participants how they can achieve more in less time,
- Circles of Importance - a technique for prioritisation, simplification and eliminating distraction, and
- 10 Seconds of Guilt...Move On - a technique to manage internal negativity and increase individual production

Chris has presented his high-energy messages globally, to clients including Citibank, Merrill Lynch, Glaxo Smith Kline, Toyota, Mercedes Benz, Fuji Xerox, Levi's, Realtor.com and Olympic Winter Institute of Australia. He speaks at conferences in the areas of communication, influence, human potential, leadership and mastering the face-to-face customer experience.

Client testimonials

“ Chris Helder managed within 5 minutes to get the entire audience on side via some great comic moments that had everyone laughing and wanting to hear more. He managed to convey the motivational message in a way that kept people entertained and interested. Would definitely recommend him to anyone wanting to keep a session lively, informative and fun!

- *Bovis Lend Lease*

“ Chris' messages were simple and powerful enough for any person to take on board, to improve their lives, but specific enough to our organisation to make a difference to the way we do business each day.

- *Citibank*

“ Excellent. Having sat through countless motivational speakers - Chris would rate as the best. He overlapped business goals & personal - very important for people who spend so much time at work. Made me think.



- Volkswagen Financial Services Australia

“ Usually I am very critical of presenters, but I have just been to our breakfast forum and seen one of the best. Chris Helder is brilliant! Chris is young, vibrant, passionate, has great content and is really into changing behaviours.

- Commonwealth Bank

“ As a competitive sales person, one of the hardest things to let go of was the ‘Win’. Often the ‘Win’ needed to take the shape of something tangible for me to feel like I owned it. Chris Helder’s teachings came just at the right time for me. Helping other people Win, not only in my team, but within the business and in my personal life has become the reward for me. Helping others achieve their own greatness is what gives me the get up and go these days.

- GlaxoSmithKline Australia

“ Chris is one of the best speakers we have had. He is engaging, amusing and real. His content resonates with my team and they all loved it. After two big nights the team was attentive during the entire last day - not many speakers can pull that off.

- Laing and Simmons

“ Chris was fantastic. Some of our delegates had seen him approx. 4 years ago and were thrilled to see him again. He is extremely high energy, has great tips for communicating better for business and entertaining and very engaging at the same time. We booked Chris in again for another session in Sydney for those who couldn’t attend the conference in Hamilton Island.

- Raine & Horne

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