



Sharon Melnick, Ph.D.

Speaker Profile

General Audience: Entrepreneurs, Women's Audiences, Corporate Employees, Salespeople

1) "The Psychology of Success under Stress"

This presentation gives a Batman utility belt of strategies to be resilient when facing stresses of the current work environment. To successfully control what you CAN control, participants will walk away with tools to: Take charge of internal messaging to stay positive and focused; Motivate employees and colleagues who are distracted and overwhelmed; Diffuse the negativity and resistances of those you are trying to influence; Find work-life balance; Have the same calm and focus you get from a 60 minute workout – yet get it in less than three minutes while sitting in a meeting with colleagues. Employees and executives who use these skills regularly report vastly improved productivity and effectiveness in difficult times.

2) "How Talented and Successful People Get in their Own Way – And How to Get to the Next Level, Fast!"

Based on her award winning research at Harvard Medical School, Dr. Melnick reveals the "real reasons" audience members may not have gotten the career success and relationship cooperation imagined at this point in life. Thousands of prior audience members report this presentation to be "the single best explanation I have ever heard for how people get in their own way and how to move forward", and offers tools that are "better, deeper, faster, and more effective than every other program I've taken." This fun and enlightening presentation is not to be missed if for anyone ready to break patterns and arrive at a life of success and ease!

3) "Friction-Free Relationships: Driving Cooperation from Your Business Colleagues and Spouse"

This dynamic and insightful presentation is based on Dr. Melnick's award winning research at Harvard Medical School and honed from years of coaching clients to end daily frustrations and be effective in their professional, personal, and family of origin relationships. You will take away tools to get the respect you deserve in political situations at work, deal with difficult people, get over upsets, and feel empowered to be loved for who you are. Includes step-by-step scripts for how to handle emotional conflicts so that both you and the other person feel you've won and to follow the oft-quoted "50% Rule" that Improves your Relationships 100%.

**4) From Procrastination to Productivity: How to Stop Putting Off and Start Profiting
(for Entrepreneurs)**

**From Procrastination to Productivity: How to Stop Putting Off and Start Getting Promoted
(for Businesspeople)**

65% of corporate employees report procrastinating up to an hour a day, and 35% more than two hours a day. For anyone who knows what they "should be doing" but hasn't been doing it, this presentation will enable you to move past procrastination with ease. You will identify your 'procrastination type' and then use the matching solution that guarantees you will get more accomplished.



You will learn how to: get yourself started when you don't feel like it, make sure you follow through, stop yourself from surfing the internet (or your other favorite procrastination behaviors), stop worrying "what other people will think", and deal with OTHER people who don't get you what you need on time.

Audience: Middle Management/Emerging Leaders

5) Next Level Leadership: Executive Coaching Secrets that Guarantee you Get and Keep Your Promotion

This presentation will go over the single biggest – yet overlooked – mistake that emerging leaders make when transitioning from a “doer” to a leader. Audience members will know how to command more respect and deepen the collaborative connection with colleagues – so that business gets done quicker, more enjoyably, and with less aggravation. Participants will bring back to their organization the ability to be ‘in control’ of results and of one’s career, but without being controlling. Special emphasis will also be placed on setting carrying the organization forward and dealing effectively with stressed employees in difficult times.

Audience: Parents

6) “So, You’re Becoming your Mother: How to Avoid Repeating the Mistakes of Your Parents”

Based on her award winning research at Harvard Medical School, Dr. Melnick will reveal how intergenerational patterns get set up and passed on to children. You will walk away with techniques for what to do when your child reminds you of someone in your family, how to stop feeling guilty about your parenting, and how to get your children to cooperate with you more often. You will have the tools to stop yourself BEFORE you repeat a mistake and be able to follow through with your ideas about how to be a parent you can be proud of.

About Sharon Melnick, Ph.D.

Sharon Melnick, Ph.D. is a dynamic and sought after speaker who has inspired thousands in groups of entrepreneurs, corporate leaders, and women's associations. A psychologist informed by 10 years of research at **Harvard Medical School**, her techniques help talented and successful people "get out of their own way," and onto the next level of aspiration. She has helped emerging leaders get promoted faster at **Deutsche Bank, Oracle Corp, Deloitte Consulting, Pitney Bowes, Visiting Nurses Service NY, FreddieMac**; and has helped numerous entrepreneurs have the confidence to grow their business more than 50% in difficult economic times.

She has appeared as an expert for Success Television, Huffington Post, Air America, American Management Association, Monster.com, Natural Health, and Ebony Magazine.

