



Caryn C. Lee

SPEAKER/FACILITATOR

CARYN LEE WORKS WITH TEAMS TO UNDERSTAND THEIR DIFFERENCES, CAPITALIZE ON THEIR STRENGTHS, AND GET BETTER RESULTS.

Caryn Lee is founder of Narrative, a consulting firm that partners with organizations to improve engagement, culture, and communication. Narrative uses research-based assessments to teach people why they behave the way they do, help them to understand each other, and teach them to communicate and collaborate successfully.

Caryn brings 15 years in management consulting and international business travel to her current work with leaders and teams. Whether speaking, facilitating team building, resolving conflict, or helping hire the right people, she can relate to all levels of leaders and employees. She is often described as authentic.

WHAT CLIENT'S ARE SAYING

“Caryn’s ability to unpack complex human behavior and relate the most pertinent information is truly a gift”

KEN MYERS
Insperity

“Caryn is a dynamic and vivacious orator. Her messages are organized, understandable and easy to follow. She weaves personal stories into her delivery that allow the audience to feel engaged in her presentations. Her authenticity is captivating; she is who she says she is. She is one of my favorite speakers.”

PATRICK TWIEST
Keller Williams Realty

“Caryn guided us to make specific connections between our traits and strengths and our results in our roles at work. It made a huge difference for our team’s interactions and helped us get real world results”

ANNE LOBIONDO, Co-owner/Studio Manager
Michael LoBiondo Photography



NARRATIVE

BOOKING INFORMATION

45 – 60 minute Keynote
Workshops (3 hrs)
Facilitation

CONTACT

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SPEAKING TOPICS

INFLUENCING OTHERS: THE HIDDEN SECRET

In this informative, thought-provoking presentation, you will be challenged to make a significant change in the way that you show up to a meeting, coffee, networking event, or conversation with your spouse. You can start influencing others with integrity the minute you leave the session. If you intentionally accept the challenge, then you will become more productive, become better at sales (sale of products, services or ideas), and improve relationships.

TAKE AWAYS:

- Why you absolutely need to stop making assumptions
- Understand similarity bias
- The Platinum Rule
- To flip frustration with others into appreciation

STOP CHASING CHANGE

We spend too much time trying to change who we are. If only I was more assertive or wasn't a perfectionist or ... Sometimes we have to move out of our comfort zone to meet our goals, but we don't have to change who we are. Put down all those self-help books and podcasts that want you to be someone you are not. Instead, focus on growth.

TAKE AWAYS:

- Why you should stop chasing change
- The growth formula
- How to grow based on your uniqueness

UNDERSTANDING MOTIVATIONS

Everyone is different and what motivates one person may not motivate another. Managers have to understand what motivates each individual on their team. There is a misconception that money is very important to everyone. Where money ranks among other motivations is very different from person to person. Where do 7 motivations rank among each of your direct reports, what does that mean for their engagement and how you inspire them to work toward their individual goals and the team's goals?

TAKE AWAYS:

- Why you absolutely need to stop making assumptions
- The importance of learning what motivates others
- Seven types of motivations
- Your top motivators



PEELING BACK THE LAYERS OF THE COMPLEX HUMAN

AS SEEN and WORKED WITH:

- Bank of America
- Accenture
- Union County
- Chamber of Commerce
- Gardner Skelton, PLLC
- Ronald McDonald House
- Cushman and Wakefield
- Blevins
- US Department of Commerce
- Lincoln Derr, PLLC
- Blevins
- MLMIC
- Southminster