

APSS KEYNOTES



ASIA PROFESSIONAL SPEAKERS - SINGAPORE

November 2008

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Asia Professional Speakers - Singapore
Building Relationships and Growing the Business

Members & Friends of APSS,

Our first Speakers Idol audition was held on the 21st October. It was a great success, read on to see who made it to the finals.

We have 2 speakers in the coming meeting...a heart to heart session with our very own Roger Konopasek as well as Australian sitdown stand-up comedian Dale Elliot.

Our year end dinner will be held on the Monday, 15th December. Make sure you mark that down in your calendar and join us for a fun-filled night.

Member of



**Join us at our
next meeting on
Tuesday,
26th November**

and get a free book by
Roger Konopasek!

WHY JOIN ASIA PROFESSIONAL SPEAKERS - SINGAPORE

- Opportunities for speakers to network; learn and share with each other, expanding their experience and expertise.
- As a member of the International Federation for Professional Speakers (IFFPS), we are connected to the global community of Professional Speakers in the USA, Canada, Australia, New Zealand, UK, Malaysia, South Africa and other countries.
- As a member in APSS, you will receive 10 monthly issues of the Professional Speakers magazine and Voices of Experience CD from the National Speakers Association (NSA) - where experts worldwide share their expertise to help you learn and grow.
- Professional members are also listed on the Asia Professional Speakers - Singapore website where your profile is easily accessible by customers and potential clients around the world.

To find out more about us, kindly visit www.asiaspeakers.org or e-mail admin@asiaspeakers.org



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What's Happening in NOVEMBER's Meeting

Break All the Rules and Still Be Successful in the Speaking Business

A heart to heart session with **ROGER KONOPASEK**



The speaking market is crowded and seemingly hard to to break into...

Breaking into the speaking market is not a matter of finding a 'style' and using 'techniques' and how to 'push product' as much as finding your true message (or finding the song you were meant to sing).

Too many fledgling speakers working hard on their technique, their strategies and their styles are spending too much time in perfecting their act and end up looking like carbon copies of each other, instead of looking inward and finding what it is they truly need to say. It is this very message that will set them apart, give them the passion, the charisma and the integrity to stand out and be seen.

During our session we will go on a journey of looking inwards and accessing our true message... finding this message unleashes our true value and impact as speakers, making us irresistible and irreplaceable in our specific area of expertise.

We will also explore how finding this message and being at complete contribution to the audience will create massive positive emotions & feedback that lead to a continuous flow of business with little effort:

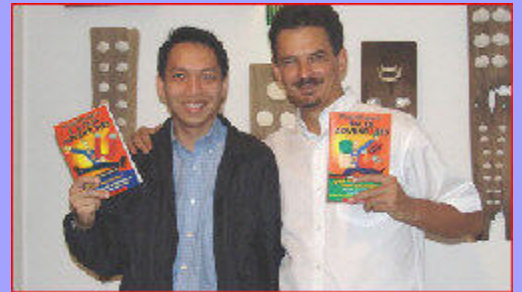
It is the essence of paying it forward that generates positive feedback and makes us irresistible and irreplaceable.

About the Speaker:

Over the past 10 years Roger Konopasek has worked hand in hand with top executives in several of the globally most recognized companies such as HP, Philips, Dell, Citibank supporting their leaders to create measurable accelerated rates of change in the teams. Re-shaping the way managers lead teams of highly bought-in individuals who fully align themselves with the company's purpose and goals.

Roger specializes in working with dynamic enterprises living through periods of rapid and significant change: companies that are growing, downsizing, restructuring, or moving into a new phase of their development.

He is also in demand as a speaker, facilitator and workshop leader focusing on transformational leadership topics including: Leading The Best & Brightest, Strategic Leadership Development, Transformational Sales Leadership, The First Hour Of The First Day – Creating Accelerated Teams.



Roger will be giving away a free copy of his book 'Success Adventures' to everyone that night!

DALE ELLIOT

Dale Elliott is a comedian with an inspirational twist. With a flick of his wheels, Dale propels his energetic and upbeat humor straight into the heart of the audience. A seasoned performer and award winning comedian, Dale became a Paraplegic 6 years ago due to a motorcycle accident. Recently he became the first paraplegic in Australia to skydive...SOLO! Be prepared for an emotional roller coaster ride as Dale takes you on his 'Inspirational!!' journey through the skies and beyond!



WHERE & WHEN

Date: **November 26th, Tuesday**

Venue: Sheraton Towers Hotel (off Newton MRT station)

Time: 7pm – 9pm (Registration begins at 6.45pm)

Light refreshments will be served.

All this value for: Members - **SG\$20** / Member's Guests - **SG\$30**
(Pay at The Door) Non-member (or expired membership) / Walk-in - **SG\$40**.

The Speakers Idol was a great success. We had a total of 6 members who signed up for the audition held on the 21st October. Unfortunately, one contestant had to drop out at the last minute because he lost his voice!

Patrick Ang, who was the organiser of this competition, did a great job as the MC. We also had the privilege of having CSP Rob Salisbury, David Lim and Tim Wade as the judges. However, the results were determined by the audience who had a chance to vote for their favourite speaker.

All the contestants were Ordinary members of APSS. Some had not even spoken to a crowd before! Contestants were invited to speak on any topic they chose from and were given 8 minutes to 'wow' the judges and audience. The three judges were critical when there were need to but soften the blow with lots of encouragement and tips to improve their presentation.

As Patrick puts it..."In their own unique and special way, each of them were awesome, bordering on amazing and with such eloquence and passion that were simply out of this world".



From left: Dr Mukundan Nair, the mysterious Mr E2me, Emman Ng, Tekson Teo and Ann Young



MC Patrick Ang and judge Tim Wade



from left, judges Tim, David and Rob

Watch them in action: <http://www.youtube.com/watch?v=-UOwdzCcYp4>

So, congrats to Emman Ng, Ann Young and Dr Mukundan for reaching the finals.

They will be competing for the title of Speakers Idol 2008 at our December Xmas Dinner on the 15th of December.



Welcome New Members !

A warm welcome to our new members:

Emman Ng

James Leong

The Day After The Night Before.....

Recap: October 2008 APSS Members Meeting by Rob Salisbury CSP

Oratory Excellence and Audience Impact Skills Demonstrated

We often don't recognise the most significant learning moments in the speaking business or the art of speaking until well after they have occurred.

Such an occasion was witnessed on Tuesday evening 21 October at the Sheraton Towers Hotel as guests and members enjoyed networking, appetizers and an uplifting environment just prior to our main session speaker, **Dr Janelle Barlow CSP**.



Returning Expert Nails Content

I first saw Dr Barlow as a breakout session expert at the APSS Hosted Global Speakers Summit March 2005. Her 2004 book '*Branding Customer Service: The New Competitive Edge*' had hit a bullseye with her base of raving fans bringing an entire new range of international speaking opportunities across SE Asia, Europe and US.

Her background includes years of duty and service on the USA NSA Board of Directors. In August at the USA NSA National Convention held in New York City, Dr. Barlow was honoured by the International Federation For Professional Speakers with the 2008 Presidential Service Award by 2007 – 2008 IFFPS President Joseph Sherren CSP.

Her APSS presentation on 21 October centred on the theme, "**What can we learn from the Speaking Style of Barack Obama?**"



As the U.S. Presidential campaign between the Democratic and Republican parties drew to a close, the two major party candidates were in top form speaking to voters ahead of the historic 4 November 2008 election.

Janelle explored the rhetorical devices and oratorical strengths that Barack Obama uses by returning (via DVD) to the 2004 Democratic National Convention. He spoke for 20 minutes and in just 2200 words captured the imagination of his party to fully support John Kerry in his election race against George W. Bush. The audience and political analysts called his style, '*charismatic, magnetic, energizing, and historical*'.

Janelle shared her personal experiences of going to see Barack speak on numerous occasions and waiting up to 8 hours to get into the halls or conventions to watch his impact on each person as a collective audience.

We watched several DVD's of his various speeches in which Janelle interpreted for us how he uses stories, slogans, themes, comparables and metaphors from constitutional language from 1787 to our current era to engage the spirit and minds of his audiences.

Her illustrations showcased five variable foundations in which Barack Obama's speaking style has awakened generations of voters who can bring a major shift in the direction of the United States with their vote to the Democratic Party.

Her points helped us focus on the context and delivery of great speeches by former US leaders such as Abraham Lincoln, John F. Kennedy, Martin Luther King Jr, Robert Kennedy, Richard Nixon and Bill Clinton.



She shared Barack's climb from a near unknown Senator from Illinois to Presidential contender with his various books as national best sellers. Illinois being the state that Abraham Lincoln was a senator in the late 1850's and elected 16th US President in 1860 and second term in 1864 not long before his assassination 14 April 1865.

Dr. Barlow's professional and personal experiences brought us closer to the eloquence of the speaking profession. She left us to ponder and consider the great skill and personal impact of world leaders such as Barack Obama that can transfer to us as agents of change and a force for good in our own world.

Conclusion comments

As a result of Dr. Barlow's presentation, I went to Borders Singapore the next day to purchase an outstanding September 2008 new release entitled '*Say It Like Obama*' by Shel Leanne.

A fantastic 214 page, 10 chapter book published by The McGraw Hill Company. It was published just days after Barack's acceptance speech as Presidential candidate at the Denver Colorado Democratic Convention held 27th August 2008.

Shel is President of Wisel Corporation. Her career span includes McKinsey & Company and Morgan Stanley in New York and London plus as a faculty member at Harvard University 1997 to 2001 where she authored '*How to Interview like a Top MBA*'.

I recommend both of her books as excellent examples for APSS members who are sincere about learning a writing structure geared to active reading and post analysis.



MC for that night, Rob Salisbury

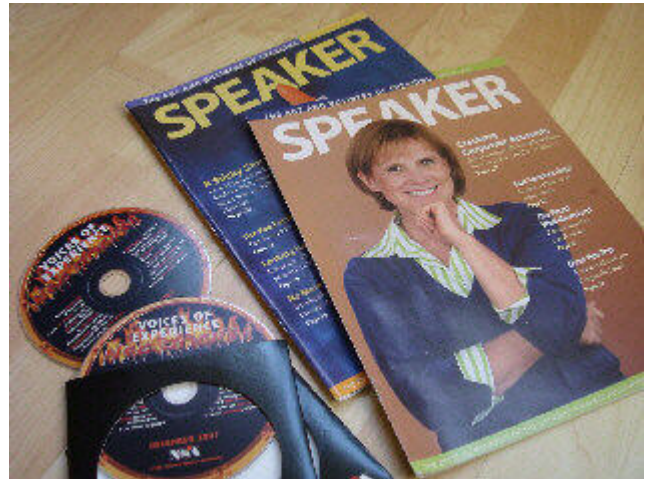
Listen to APSS's very own Mike Podolinsky's interview on the October's 'Voices of Experience' audio CD.

Mike tells listeners in an interview how he finally applied for the CSP (Certified Speaking Professional) title and how it has better his speaking and training engagements.

The 'Speaker' magazine and 'Voices of Experience' audio CDs are produced by the National Speakers Association, US.

Interesting articles related to the speaking /training industry are featured and readers can learn ways to enhance your presentation, your work or even your income!

If you are a member of APSS, you will receive 10 issues of the Speaker magazine a year as well as 10 audio CDs of 'Voices of Experience'. It is part of the benefits of being a member.



APSS XMAS SOCIAL EVENT

15th December 2008

The holiday season is COMING! It's time to let your hair down!

It is that time of the year again when we come together to build our relationships further, enjoy camaraderie, network and yes, have fun too.

This is the best time to mingle, let your hair down, get to know your fellow members and develop warm ties with them.

The Committee wants to make this the most fun Christmas Social Event yet. Our 3 Speakers Idol finalists will be showcasing their speaking talents. There will be performances and merry-making with good food and drinks.

Christmas Joy!

SO JOIN US ON THE 15TH DECEMBER FOR A FUN-FILLED NIGHT!