

# MELISSA MALONEY

THE HAPPY LEADER



## "Leading the journey to happiness and success"

An award-winning leader, Melissa has dedicated her career to supporting teams in driving a highly engaged and successful workforce. As an action-based leader, with a "boots on the ground" approach to everything she does, she knows that together a solution can be found and there is always a way to "figure it out". Melissa knows what it takes to go from an idea in a leader's mind to execution on the front line. Melissa has spent over 25 years as a sales and operations executive with a focus on health, wellness, and employee wellbeing. "Growing up" with one of the most iconic Canadian brands, allowed Melissa to work from coast to coast across Canada where she gained her passion for sales, branding, and business growth. Her operational and sales experience has seen success in start-up, scale-up and corporate environments, developing a business acumen across industries.

Melissa's goal is to ensure action and results-based learning when it comes to Leadership, Relationship Building, Productivity, Inclusive Workplaces, and Sales. She is a sought-after speaker, and a best-selling author who was named one of the Top 20 under 40 in 2018 by London Inc magazine and named as a Top 50 Visionary for 2019 by Radical Business Magazine.

### Speaking Topics:

**Energize, Prioritize and Optimize for Success:** As a leader (and we are all leaders) you can only offer your best self to those around you when you are truly happy yourself. This topic covers practical prioritization, focusing on your strengths to increase your energy and putting your oxygen mask on first! You can expect people to leave the session with a practical and simple action plan on how to be more effective, feel less overwhelmed and be more in control of their daily expectations. This is Melissa's most popular keynote!

**Everybody Wins!** In this keynote address Melissa tells her story of adversity and how it became the basis for her leadership style, from being a successful sales leader for the last 25 years to founding Happy Leader Enterprises. Melissa's passion for leading people to success and happiness is driven through challenging the traditional image of what a sales experience is. She shows that you can focus on bottom line success, happy employees and a great customer experience without having to settle for satisfying only one aspect of the three. You will look at three key aspects of success: Being your best self, Helping others be their best and Customer Engagement; concluding - Everybody Wins!

**You vs You: The Mindset of Winning:** Whether you are new to sales or you're an experienced sales executive you will take something away from this workshop. Combining neuroscience, emotional intelligence and perseverance techniques, Melissa will take your team through an engaging experience where they will leave with proven methods to maintain a winning mindset through every "no" and take you closer to your next "yes". Recognizing the impact of mindset on winning results, this workshop is designed to have people reflect on their own responsibility for ownership in the sales cycle and how to keep moving forward even on the most challenging sales days.

*What others may see as barriers, Melissa sees as puzzles to be solved. She is a constant reminder to be brave and chase my goals.*

*Lisa Cianfrini, CEO NutriPro Canada*

*Today as the owner of a growing business, Melissa remains my go to when solutions need to be found. Under her leadership I developed into the leader I am today.*

*Andrea Scratch, Owner Scratch Recovery*

*The purity of Melissa's intention with "Happy Leader" is derived from the very fabric of who Melissa is as a person. When she speaks... listen, learn and feel the energy from her passion and conviction.*

*Joshua Masse, Business Leader*



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