



# ANDREW L. URICH

Corporate Training & Convention Speaking

“The **key** to successful leadership is **influence**, not **authority**.”

~Kenneth Blanchard

## INFLUENCE SKILLS

The Key to Leadership

“Influence spells the difference between a manager and a leader.”

- Connect with others so they are open to your message
- Look for win/win (more/more) opportunities
- Acquire the attributes of persuasion
- Avoid conflicts and confrontations

This program is essential for all business people who lead others, or need to influence individuals within or outside their organization.

### ADDITIONAL TOPICS



- ❖ Negotiation: Strategy, Planning and Execution
- ❖ Profitable Ideas on Critical Thinking, Innovation & Value Creation
- ❖ Ethics Awareness: The Key to an Ethical Workplace
- ❖ Professional Image: Personal Brand Management
- ❖ Profitable Relationships: Charm School for Business



**ANDREW L. URICH, J. D.**  
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# ENDORSEMENTS

“Serious message... very entertaining delivery.”

~GARY HUNERYAGER  
VP, OGE Energy

“Andy has been a favorite guest speaker at Chesapeake for several years now. His sessions on Influence, Professional Image and Critical Thinking are highly requested and always well attended. Andy offers a unique blend of humor, insight and thought-provoking content.”

~KATE BEAVIN  
SPHR, CPLP; Director –  
Training and Development  
Chesapeake Energy  
Corporation

“Through humor and challenging topics, Professor Urich promotes thinking in the most positive way — by self examination.”

~ DOUG GOTTLIEB  
CBS Sports

“Talk about a tough crowd! Professor Urich spoke to over 450 lawyers and insurance professionals at our national conference in Denver. He delivered practical and useful advice in a very entertaining presentation. In fact, numerous members endorsed him as the best presenter we have ever had in the history of our association. I would highly recommend Professor Urich to any organization.”

~ WARREN L. SIEGFRIED, J.D.  
Program Chair  
Trucking Industry Defense  
Association

“No matter the audience, Andy brings a message that challenges the listener. Through the presentation of a different perspective, Andy changes the way you see things. Furthermore, his style and delivery relay techniques that stick with you. People remember Andy Urich.”

~ GALEN MARTENS  
Senior VP - CFO  
First Oklahoma Bank

“Fabulous class. I laughed and I learned.”

~ Dr. RAJ BASU  
VP of Academic Affairs  
OSU-Tulsa

# Andrew L. Urich Clients

