

## Speaking Packet

# Danielle Gilbert

Motivational Speaker, Human Resources Industry Speaker  
Seminar Leader, Moderator & Workshop Facilitator



[Targeted Speaking Audience: Corporations, Women, Small to Medium Companies]

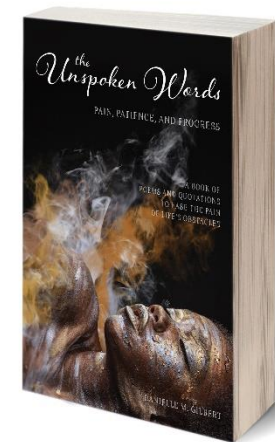
## ABOUT DANIELLE M. GILBERT, MBA, PHR, SHRM-CP

Danielle Gilbert has found her calling in helping others be their best. As a leader in her own business and the community, she finds a way to touch and connect with people. Danielle is an award-winning executive and recognized for contributions to the region through philanthropy, training and certifications, including national recognitions for leadership. Danielle Gilbert is the President & Principal Consultant for Manifest In You Consulting where she evaluates, elevates and equips companies with human resources solutions to reduce risk, avoid lawsuits and save money. Mrs. Gilbert is a valued business advisor with more than sixteen years of experience for the delivery and execution of core human resources functions to employees, Managers, Directors, and CEOs. Since 2010-2018, she has served Bon Secours Health System as Director of Human Resources providing strategic leadership for 2200 employees and leaders for the Virginia Market.



Mrs. Gilbert holds a Bachelor of Science degree in Business Administration and Management with a minor in Criminal Justice from Virginia Commonwealth University, a Master of Business Administration-concentration in Human Resources Management, and a Master of Public Administration degree from Strayer University. Danielle was certified by the Human Resources Certification Institute as a Professional in Human Resources (PHR) in January 2013 and certified by the Society of Human Resources Management (SHRM) as a SHRM Certified Professional (SHRM-CP) in 2015. Recently, she became certified by the Institute for Healthcare and Equity as a Diversity Management in Health Care Practitioner. Gilbert is currently pursuing her Ph.D., author of “The Unspoken Words: Pain, Patience and Progress” and co-author of Letters to My Legacy.”

Danielle focuses on measurable results leading to increased value, improved employee morale and engagement, and overall organizational performance while minimizing risk. Her leadership abilities, servant leadership, business acumen, project management skills, and executive presence distinctively positioned her to effectively lead enterprise-wide human resources transformations saving companies over \$50 million. In addition, she has provided techniques to increase employee engagement by 50%, reduce unemployment claims by 30%, and streamline human resources processes. Mrs. Gilbert consultancy responsibilities include overseeing multiple components of complex organizations that included the full range of human resources responsibilities, strategic planning development and monitoring, employee relations, labor relations, compliance, talent acquisition, training and development, and organization development.



Mrs. Gilbert has been recognized by 2018 Allen and Allen Hometown Heroes, Catholic Healthcare Association of United States as one of nine Tomorrow's Leaders in 2015, 2016 Style Weekly Top 40 Under 40, CEO Magazine as a Women Who Do It All, American Hospital Association Gary Willis Leadership Award, National Association of Women Business Owners Community Service Leader, Partnership for the Future Helping Hands Community recipient, 2015 and 2016 Chamber RVA HYPE Icon award finalist and 2014 Strayer University's Outstanding Alumni Award, given to a graduate who has demonstrated exceptional leadership in his/her professional, public and personal life since graduation.

She currently serves on several organizations board of directors, a member Alpha Kappa Alpha Sorority Incorporated and volunteers over 100 hours per month.

- Young Women's Leadership Alliance (YWLA): Board Member 2017-Present
- Junior Achievement: Board Member 2017-Present
- Richmond Society for Human Resource Management (RSHRM); Board Member (Director of Diversity and Inclusion) 2017-Present
- Children's Museum Junior Board: Board Member 2015-Present
- Capital Region Workforce: Board Member

## DANIELLE'S MOST POPULAR SPEAKING TOPICS\*



### Human Resources

- ✓ The Impact of an Inclusive Work Environment
- ✓ The Importance of Compliance in the Workplace
- ✓ HR Basics 101
- ✓ Personal Brand

### Motivational

- ✓ Personal Brand
- ✓ How to Fire Your Boss
- ✓ 2020 Vision
- ✓ Turning Your Passion into Purpose



### Panelist

- ✓ Ageism in the Workplace (<https://bit.ly/3apPz1D>)
- ✓ Speaking Title 2
- ✓ Speaking Title 3

### Moderator

- ✓ Working in an Ethical Place Where Unconscious Biases Matter (<https://bit.ly/2WMqU3z>)
- ✓ Battling the Influence of Unconscious Biases
- ✓ Digging Deeper - The Forgotten Barriers of Unconscious Bias (<https://bit.ly/3apPz1D>)

*\*The speaking topics listed represents available options for your organization that may be further customized at your request*

### [Landing a Career; Not a Job]

The adventure of finding great work can be exciting and rewarding if you prepare yourself for the process. An interview gives a prospective employer the opportunity to speak with you and consider your fit for a job. This workshop helps you develop and polish your interviewing skills by highlighting your strongest qualifications related to the job. Additionally, in this workshop learn the skills necessary to land interviews and receive job offers.

As a result of this session, you will:

- Understand how to prepare for an interview
- Learn the differences between different types of interview questions
- Practice how to successfully answer questions in an interview situation
- Develop a personal statement to pitch your skills

### [Stepping in the importance of Communication]

Most people will probably tell you they are great at communicating or getting their point across, but miscommunication is the sole or contributing factor in 90 percent of interpersonal relationship problems. Communication is more than just what is said, it includes not only what is said, but how it is said and how the sender and receiver act or react to a message. This workshop discusses the communication process, barriers to communication and communication best practices.

As a result of this session, you will:

- State the three phases of all communication
- Recognize poor communication skills

- Utilize techniques for appropriate professional verbal communication
- Use good communication skills in verbal and non-verbal communication, including email, body language and informational documents
- Assess if the intended message is properly stated to convey it to the recipient
- Develop questions to assure the message has been properly received and understood

### [Turning Your Passion into Your Purpose]

In 2020, more business professionals than ever before are adding one or more streams of income for increased financial security and sustainability. You can increase your earning potential by creating, promoting, and monetizing your expertise that serves your target audience. Learn exactly how to turn your passion and expertise into revenue so that you get paid to do what you love with multiple streams of income.

As a result of this session, you will:

- Discover the #1 reason why most people NEVER quit their job no matter how much they hate it
- Learn how to get paid to do what you love and help others, all while creating a lifestyle that allows you to experience life on your OWN terms.
- Discover the 10 most popular revenue generating income streams
- Learn what the "laptop lifestyle" really means
- Define your personal brand and how to share your expertise



## DANIELLE'S PAST SPEAKING ENGAGEMENTS INCLUDE



## DANIELLE'S SPEAKING FEES

Danielle's speaking and training fees are value-based and reflect a commitment to help your audience create their ideal lives through leadership, personal growth, career development and entrepreneurship.

### **Speaking Fee Schedule:**

- \$500 Discussion Panel (up to 90 minutes)
- \$1,000 Virtual workshop via webinar or teleseminar (up to 90 minutes)
- \$2,000 Workshop or breakout session (up to 90 minutes)
- \$2,500 Keynote or plenary (45 minutes or less)
- \$3,000 Keynote or plenary (up to 90 minutes)
- \$4,000 Keynote or plenary plus ONE breakout session (save \$500)
- \$5,000 Keynote or plenary plus TWO breakout sessions (save \$1,000)

### **Your Investment Includes:**

- A personal phone consultation with Danielle prior to your event
- Planning time, including conference calls with meeting organizers
- Development of customized, interactive content to meet your specific event objectives
- Development of a customized handout or worksheet, if applicable
- Development of a customized, interactive PowerPoint presentation, if applicable
- Delivery of the presentation

## DANIELLE'S SPEAKING POLICIES

### **Payment Policy:**

A deposit of 50% of the speaking fee holds the date when you book an engagement. Your event will not be confirmed until the deposit has been paid. The deposit payment may be made via check or credit card. The balance is due on the day of the program.

### **Travel Expense Policy:**

In addition to Danielle's speaking fee, reasonable travel expenses are charged to your organization. These expenses may include roundtrip airfare, lodging, ground transportation, parking and/or meals. Travel arrangements can be made directly by your organization (typically the more economical option) or Danielle may be reimbursed for these expenses following the engagement.

### **Copyright Policy:**

Requests to record Danielle are handled individually. Whenever possible, Danielle is most happy to sign off to allow her programs to be recorded. Copyright restrictions, however, do prevent individuals recording in the audience. Danielle is to receive a complimentary copy of any recordings made during the event. Danielle retains the copyright to all recorded material.

No part of Danielle's written or oral material used for presentation purposes may be reproduced or transmitted in any form by any means electronic, mechanical, photocopying, recording, or otherwise, without prior written permission of Danielle.

### **Books and Additional Resources:**

Danielle requests a designated area (i.e. a table in the back of the room) to provide additional resources to your attendees to help them stay connected and inspired long after the event is over. Informational pamphlets and handouts about Danielle's programs and services may be available. As part of her speaking engagement, Danielle will also agree to a 20-minute meet-and-greet (at no additional charge) for your attendees following her presentation. Workbooks can also be developed for half-day workshops.



## FREQUENTLY ASKED QUESTIONS

### **How can we bring Danielle to Speak on a tighter budget?**

If you are a smaller congregation working with a tight budget, you might consider either (a) partnering with other organizations in your city, state or region to participate in a larger event or (b) you might also incorporate sponsors who are willing to underwrite a portion of your event in exchange for free advertising, or individual sponsors who are simply passionate about this topic being presented in your area.

### **What about transportation and lodging?**

Danielle comes to you as a servant, not a celebrity. Please do not feel the need to “pamper” her with first class plane rides or penthouse hotel suites. Coach class airfare is perfectly acceptable. A volunteer driver from your organization is preferred over a rental car. (Although we do require a large vehicle in order to accommodate both media supplies and luggage.) Any personal charges to the room are paid by the speaker at checkout.

### **Will Danielle be traveling alone or with a companion?**

Based on what type of event you are hosting; Danielle’s Events Manager and/or Personal Assistant may travel with her. Although this will require an additional coach class airfare, only one room is required. Typically, Danielle is accompanied by a companion for events that extend over multiple days or include 2 or more workshops or breakout sessions.

### **Will Danielle be available to us as we plan our event?**

Once your Speaking Agreement has been submitted and approved, we are happy to schedule a 30-minute conference call to brainstorm ideas for how Danielle can custom-tailor her presentation(s) to meet your needs. If you need additional assistance, you may request an additional 30-minute conference call as necessary prior to the date of the event.

## CONTACT [YOUR NAME] FOR A FREE PHONE CONSULTATION

### **About the Booking Process:**

During your phone consultation, Danielle will learn about the desired objectives for your event, conference or training. Together, you will be able to assess the best speaking or workshop topic(s) for your group and confirm whether Danielle is available on the date of your event.

**Email:** [info@daniellemgilbert.com](mailto:info@daniellemgilbert.com)

**Phone:** 804-829-3722

**Website:** [www.daniellemgilbert.com](http://www.daniellemgilbert.com)

**Twitter:** @mrsgilbert

**Facebook:** facebook.com/manifestinyou