

Keynote Speaker & Executive Advisor

Erica Ariel Fox

Helping the World's Top Leaders 'Win from Within'

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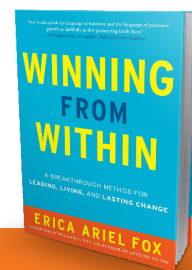
"Erica Ariel Fox knows how to transform her audience and really make them think, question their beliefs, and change for the better. I highly recommend working with Erica – she is a cutting edge thought leader and change agent."

**-Puja Sehgal Jaspal, Principal,
Google**

HIGHLIGHTS

- *New York Times* bestselling author
- Twenty years as faculty at Harvard Law School and as member of the Program on Negotiation
- Acclaimed speaker at clients including the Willow Creek Global Leadership Summit, Google, Novartis, Microsoft, Genentech, Dupont and the World Bank
- Among a select few Senior Advisors on leadership to McKinsey & Company
- An "Influencer" on LinkedIn with over 95,000 followers
- Invitations to speak in 2015 from companies including Viacom, Nokia, Barclays, AXA, Dropbox and PriceWaterhouseCoopers
- Book Tour included talks at the Microsoft Research Speaker Series, Google Talks, the Harvard and Princeton Clubs, and Harvard Business School Alumni Conference
- Founding partner of boutique consulting firm Mobius Executive Leadership
- Member of the Renaissance Weekend community of global thought leaders
- Chosen for a video series and e-book of interviews by Daniel Goleman (other experts in the series include Warren Bennis, Bill George, Howard Gardner and Daniel Siegel)
- Global reputation with experience speaking in Argentina, Australia, Austria, Brazil, Canada, Dubai, England, France, Germany, Israel, the Netherlands, Scotland, Spain, South Africa, South Korea, Taiwan, and the United Arab Emirates
- Her book is already published in ten different languages
- Author of #2 article of the Top Ten of 2014 published in *McKinsey Quarterly*
- Graduate of Princeton University and Harvard Law School
- A global citizen, maintaining homes in Boston and in Amsterdam

The New York Times Bestseller



FORTUNE

LinkedIn

Harvard
Business
Review

HUFFPOST LIVE

Bloomberg

FAST COMPANY

[Selected Media Coverage of Erica]

www.ericarielfox.com

Speaking Topics



LEADERSHIP

The world around us makes our heads spin. Disruptive technology. Wild cards in the market. Unprecedented storms and droughts. Terrorism springing up at home. How do we engage the role of leading when the whole world feels like a tsunami? Erica Ariel Fox will offer an unconventional answer: the key to successful leadership today is learning to lead yourself. Paradoxically, the best resource you have to navigate the external world is knowing how to leverage your internal world. She will introduce you to a new leadership agenda: meeting your “inner top team” and learning to “negotiate with yourself.” In her unique voice, Fox will bring new life to the timeless wisdom that the key to leadership, and to life, is to “know thyself.”



ACHIEVEMENT

When you think about accomplishing your goals, you probably think of yourself as singular, the one and only “you” that you see in the mirror each day. In this talk, Erica Ariel Fox will challenge that assumption, suggesting instead that we are all made of up multiple parts. In this view, full achievement means appreciating the distinct aspects of who you are, and then bringing out the best in each one of them. She will share what she calls “The Big Four” dimensions of human nature, and point the way for you to maximize what you can create and contribute by developing them all. She also asks you to reflect on outer achievement vs. inner fulfillment, and how you will measure success over the course of your life.



INNOVATION

Erica Ariel Fox is transforming the world of business today by standing for a new kind of leadership, a method she calls “winning from within.” Going beyond conventional thinking about what leaders need to know, Fox advises top executives around the world on how to transform themselves. In a space often focused on the latest app or gadget, Fox speaks head on to what she calls “the inner technology” of getting results and leading into the future. A pioneer in bringing self-discovery and self-realization to senior leaders, Fox explains how this revolution in leadership development is one of the most important innovations of our time.



CHANGE: MANAGING IT/LEADING IT

When business leaders set out to improve their organization, they look around the company for things to improve. Should we reorganize the roles and reporting lines? Streamline operations? Reduce headcount or reverse course in capital investment? While important, initiatives like these often fail because they overlook a fundamental principle: Organizations don’t change. People do. Based on 20 years of research and advising top executives about culture change, Erica Ariel Fox will explain how transforming your people – and yourself – is the necessary ingredient to any successful change effort.



PEAK PERFORMANCE

Excellence in what you do means not only delivering results today, but getting better and better over time. In this presentation, Erica Ariel Fox presents the metaphor of you as a Voyager, traveling over the course of your life, forever learning and realizing more of your innate potential. She explains her concept of the “Performance Gap” between your optimal reactions – what you do at your peak -- and your current reactions, that typically fall short of you at your best. Building on the latest findings about neuroplasticity along with timeless wisdom about human possibility, she inspires you to get out of your own way and start seizing all of life’s opportunities.

Examples of Erica's Speaking Engagements

 CLIENT	 TYPE OF EVENT	 FEE PAID
Humana	Company Conference	\$30,000
Novartis	Executive Briefing	\$20,000
CT Bauer College of Business	Internal Conference	\$20,000
AXA	Executive Briefing	\$20,000
Nokia	Executive Briefing	\$20,000
Google	Company Conference for Senior Women	\$15,000
The Art of Leadership for Women	Public Conference	\$15,000
Alcon	Company Conference	\$15,000
Linkage Women in Leadership	Public Conference	\$12,000
Genentech	Internal Conference	\$10,000
Egon Zehnder	Executive Briefing	\$10,000
The Willow Creek Global Leadership Summit	Public Conference	\$10,000
Inspiring Leaders Conference	Public Conference	\$10,000
Nickelodeon	Internal Conference	\$10,000

Meet Erica Ariel Fox



Erica Ariel Fox is the figure head of a growing global movement to evolve the art of leadership. She's a pioneer among a new generation of experts bringing attention to an often overlooked dimension: leading not just your company or your team, but also leading yourself.

Erica's writing, speaking, and teaching challenge long-standing assumptions about what leadership is all about. Based in research she does at Harvard and 20 years of advising the most senior leaders in the world, Erica developed a revolutionary approach that she calls "winning from within." In her talks and executive briefings, Erica shows the way for people to understand why thriving -- and even surviving -- in today's complex world, means they need to learn to transform themselves.

Erica earns rave reviews from C-suite executives and business partners alike. As one McKinsey & Company partner said, "Erica is simply one of the best leadership teachers of our time." Established experts agree. Ronald Heifetz, author and global thought leader from Harvard's Kennedy School of Government, described Erica as "the right person at the right time" to offer a "new, more integrated model" for leaders in any sector -- "in business, in government, and in nonprofit organizations."

Erica brings a wonderful combination of an academic's credibility, a top consultant's hands-on orientation, and her own down-to-earth personal style. She moves easily between citing a recent article in *The Economist* to sharing a funny story about her adventures as a step-mom. A seasoned speaker and expert, Erica is equally at home on the stage speaking to thousands of people as she is coaching in the intimate setting of a top team offsite. She appreciates the challenges people face every day, both at work and at home. As an audience member recently told her, "I feel grateful for the concrete advice I can start using on Monday."

In her talks, both thought-provoking and uplifting, Erica conveys her core message: "The key to mastery, to achieving greatness...is not your toolbox. It's you." That's how she opened her first book, *Winning From Within: A Breakthrough Method for Leading, Living and Lasting Change*, which became a *New York Times* bestseller. And it's central to the messages she passionately shares with audiences around the world.

"Winning from Within revolutionizes our state of leadership education for students and global leaders both in private and public sectors. It is exactly the guidebook we need as we navigate uncharted waters into the future."

-Dr. Mariko Gakiya, Faculty Director, Global Leadership Program of The University of Tokyo

"Winning from Within is bound to change the way leaders are developed forevermore. Its ideas and inspiration will take the business world by storm."

-Peter Guber, CEO of Mandalay Entertainment and the bestselling author of *Tell To Win*