

# At 19,000 feet, fearlessness is contagious

Does your company execute with courage? Do your employees perform with passion and purpose? Do you have the tools you need to master your market? Discover how your organization can achieve extraordinary success and manifest its greatness.

Sandi Smith's powerful strategies will show your audience how to conquer their most audacious workplace goals and accomplish more than they ever thought they could. She blends her award-winning Fortune 50 experience, her rare flight achievements, and her vast global knowledge into a message designed to provoke action and inspiration for your audience.

“ I loved how it was **applied to lessons that will help in our business practices.**”

– Suzanne Berger,  
State Farm

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“ The greatest discovery of my generation is that a human being can alter his life by altering his attitudes of mind.”

– William James



“The difference between an average and an extraordinary person is their ability to conquer fear.”  
– Steven Pinker, Harvard psychologist and author

# Engage Your Greatness



## Sandi Smith

CPA, World Traveler, Copilot, Neuroscientist, Marketing Strategist

Only one in 150 million women has done what Sandi Smith has done successfully: copiloted a single-engine airplane around the world. Combine that accomplishment with a stellar business career, a 100-country travel itinerary, and volunteer work on four continents, and you have a one-of-a-kind speaker for your special event.

Smith uses her astonishing life experiences to help others achieve their own gigantic dreams. She blends the latest proven scientific methods into her speeches to help people realize how their minds can be their greatest source of personal power.

Our uniqueness is unmatched:

- 1995 copilot with Jay Merten, MD, flying his six-seat Piper Malibu 25,303 nautical miles to 20 countries in 86 days.
- Award-winning international author of eight books and over 200 articles.
- Small business entrepreneur who makes payroll every Friday.
- MBA, CPA, MS in Applied Cognition and Neuroscience.



“Sandi builds her story with **drama and anticipation** so the audience listens intently, careful not to **miss a word**. There is too much excitement, too much tension. You don't know where it's going. And when you get there, you are **so glad you made the trip with her**.”

– Dave Lieber, Columnist, Fort Worth Star-Telegram

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## Soaring to Success: Engage Your Greatness

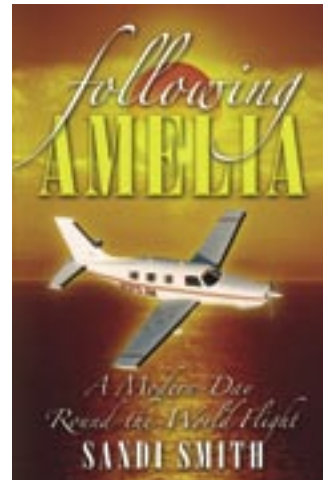
Keynote/General Session

Soar above your competition in the marketplace. Discover how to work fearlessly, how to bring passion and purpose to your work, and how to master your greatness. You'll hear:

- How to work and live life at a higher level
- White-knuckle life-and-death airplane moments with lasting lessons
- A proven formula (RPM: Risk, Passion, and Mastery) to accomplish the biggest, hairiest projects of your dreams

“ I liked the comparison to Amelia’s trip. I liked your **personal touch** to the presentation. RPM, Risk, Passion, Mastery was a great key point.”

– Anne Goodman, Branch Leader,  
Longaberger Co.



## Living Fearlessly

Workshop/Concurrent Session

Living a successful and happy life may seem impossible in today’s world of terrorists, epidemics, and wars. But happiness and a feeling of accomplishment are more accessible than ever to everyone thanks to new scientific studies that practically cookbook the way for us all. You’ll learn how to:

- Get what you want in work and life
- Reduce your fears and increase your well-being at work
- Apply the science of how your mind works to your daily work duties that will help you be more creative and will blow your competition away
- Create a true transformation in your life and work

“ I was **mesmerized** by Sandi’s presentation, her sincerity and passion, her caring about fear vs. comfort. Her original **stories kept me hooked.**”

– Bev Harris, Certified Laughter Leader

  
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“ Courage is the price that life exacts for granting peace.”  
– Amelia Earhart

## Seven Strategies for Working Fearlessly

1. Increase your self-awareness about your fear. Next time you feel it, observe what it's like. Do you breathe shallowly, are your palms sweaty, does your heartbeat speed up? Just observe your feelings without judgment and become aware of what fear feels like. The simple fact of increased awareness is the first step in facing your fears and feeling more comfortable with them.
2. Acknowledge and reward yourself for even the smallest of successes. Note how you feel. Remember that feeling of confidence and play it back frequently.
3. Smile as soon as you can after feeling fear or any other negative emotion. You will recover faster.
4. Plan or prepare for events so that you reduce risks that might be preventable or controllable. An example might be to keep a couple of flashlights, a blanket, and jumper cables in the car.
5. Take slow deep breaths, as you might do at the start of a yoga class. Don't you feel immediately calmer moments later?
6. Never ignore your feelings by bottling them up. This can lead to outbursts, rage, or worse. There's a big difference between facing your fears and ignoring them. Ignoring them is not a healthy choice.
7. Tell someone that you are close to and that you can be vulnerable with about your fears. It feels better once you have shared them with someone.

The logo for sandismith features the word "sandismith" in a dark blue, lowercase, sans-serif font. Above the letters "i" and "m" are two stylized, curved, pink-to-white gradient shapes that resemble wings or a stylized "S".

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“ Drive out fear so that everyone may work effectively for the company.”  
– Dr. W. Edwards Deming  
Number 8 of Deming's 14 Points