

speaker kit



Sarah White Carr

Culture Consultant, Coach, Trainer, Speaker



01 introduction

Master facilitator, trainer and coach, industry expert in the leading edge movement for culture change in the workplace, Sarah's speaking audiences include Deloitte University, Mass Mutual, Packard Culligan, Vanguard, Boehringer-Ingelheim, Prudential, Smith Barney Shearson, and the Chief Residents Summit.

Sarah's power lies in her ability to delve deeply into the gifts of our humanity, seen and unseen, that allow us to thrive. In this way, she is able to establish a rich level of rapport with her audience that goes beyond the surface. Passionate about partnering with people interested in what's next, she has helped move thousands of leaders from their current status quo into a professional and personal life at the edge of their imagination

- Industry expertise in leading edge field
- Authenticity & Inspiration
- Infectious enthusiasm and love for what makes us all human
- Techniques designed to have lasting impact
- Master facilitation skills

In this speaker kit you will find Sarah's:

- 02 Speaking Topics
- 03 Client Engagements
- 04 Short Bio & Headshot
- 05 Long Bio
- 06 Speaking Inquiries

Click to watch to an excerpt of Sarah's talk on The Triangle





02 speaking topics

Focusing on winning at what matters most, Sarah can customize her presentations to meet your specific interests or needs. She speaks to organizations and groups about:

The Culture Compass

Where is your company headed?

- *Creating a cultural roadmap*
- *Revealing what matters most*
- *Identifying Vision, Purpose, Values and Key Behaviors*

Culture & Leadership *Two Sides of the Same Coin*

Facing what leaders need to do to create sustainable culture shift

- *Exploring simple ways to begin complex culture shift*
- *Structuring conversations about what matters most*
- *Shifting leadership is the “fast track” to shifting culture*

Thriving Conversations

How to have difficult conversations that build a better culture

- *Separating stories from facts*
- *Listening generously in critical conversations*
- *Creating clear, powerful agreements*

A Game Worth Playing

How to engage employees by design

- *Playing to win vs. playing not to lose*
- *Inviting open dialogue*
- *Being nimble, creative, and accountable for results*

Coach to Win

What makes a coach great?

- *Understanding effective coaching*
- *Creating ways to have employees win*
- *Achieving breakthroughs*

Presentation Skills

How to engage, inspire and inform

- *Leading in front of people*
- *Taking risks and being bold*
- *Modeling behavior in powerful ways*



03 client engagements



Prudential
Securities



Vanguard

Culligan



**Boehringer
Ingelheim**



VISTAGE

Deloitte.



Sarah has a way of getting to the heart of the matter in a manner of seconds and guiding a shift that opens up a whole new path.

Ali Schultz, Reboot.io



04 *short bio & headshot*



Master facilitator, trainer and coach, industry expert in the leading edge movement for culture change, Sarah has held several executive roles throughout her career including Vice President of Training and Development for Prudential Securities and Smith Barney Shearson and has worked with Fortune 1000 companies in the United States, Europe and Africa. Driven by her curiosity about what it really takes to go beyond business-as-usual, Sarah chose to go into private practice to pursue what matters most to her – shifting culture. Passionate about partnering with people interested in what’s next, she has helped move thousands of leaders from their current status quo into a professional and personal life at the edge of their imagination.

Sarah’s presentation was the highest rated presentation at our event for Chief Residents!

Nora Williams
Primary Care Education Consortium



05 *long bio*

As a partner at Culture Counts, Sarah collaborates with business owners and leadership teams to increase their personal effectiveness while building profitable, thriving organizations. She brings 25 years of dedicated learning and extensive leadership to her work. She supports transformational growth and change that is structured to be sustained by the organization long after Sarah's work is done.

Since 1990, Sarah has been facilitating, coaching, training, and designing in the areas of leadership development, management, coaching and sales success.

Sarah has experience with Fortune 1000 companies in the United States, Europe and Africa, including Prudential Insurance, Prudential Securities, Reuters America, MetLife, Con Edison, American Stock Exchange, JPMorgan Chase, Cisco Systems, Vanguard, Eisai Pharmaceutical, Prentice-Hall, CA, Nickelodeon, Boehringer-Ingelheim, and Merrill Lynch.

Before going in to private practice, Sarah was Vice President of Training & Development for Smith Barney Shearson and Prudential Securities. Sarah has also worked in training at Citibank and began her career in media sales and product placement in New York City.

Sarah earned her B.A. in Communications and Business from St. Mary's College and has certification in spiritual psychology from the University of Santa Monica. Further, Sarah is a certified coach with the Hendrick's Institute and a graduate of their Leadership and Transformation program. Sarah teaches and coaches only what she applies and practices herself. She is dedicated to learning and discovery for herself and others in support of creating thriving lives and businesses.



07 *speaking inquiries*

I am so impressed with Sarah's ability to zero in on the trigger points that are essential to my objectives!

Participant in Presentation Workshop

To book an event

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