



Photo: audience participation in a Storyminers workshop

Busier, *Not Better*

Why faster people don't add up to a faster company, and what to fix first.

"Your special brand of cutting to the chase was just the wake-up call our audience needed to hear."

Nancy Butler, Editor in Chief, Sleep Savvy

If everyone in your company got twice as fast tomorrow, would you get twice as far, or just twice as busy?

The premise

Last month everyone got faster. The company was supposed to follow, and didn't. A mixed room on purpose: front line, back office, managers, and leaders together, because speed usually goes to profit and performance, not to people's commitment or their sense that they make a difference, and that is what kills a company in the long haul.

FOR

Leadership teams a year into AI spending; management conferences; company-wide meetings.

NOT FOR

Not a fit if AI is not yet in use; if the company is in a rapid slide; or if the business makes its money at someone else's expense.

THE PROOF AND TESTIMONIAL

\$13M to \$58M in service subscription revenue, and decisions made on the front line

iPay iPay Technologies, mid-2000s

The first online bill-payment company to reach profitability and hold it. Everyone expected the work to start with the customer experience; it started with the employees, and decisions that used to wait for a manager got made on the front line.

"We couldn't have grown profitably and comfortably without Storyminers."

Mike Bowers, co-founder, iPay Technologies

How the hour runs

- 1 **Open.** A race car on every table, with its take-apart diagram and the numbers: past this speed the tires blow, past this RPM the engine burns, tighter than this the driver loses the wheel.
- 2 **Turn.** Most companies tune their parts separately. A race team tunes the whole car to its slowest part, and a two-and-a-half-second pit stop is choreography, not twenty fast people.
- 3 **Close.** Three questions to take home, and the one to put to your own leadership team.
 - 1 If speed in one area doubled, what happens to the rest of the business?
 - 2 If it went ten times faster, what breaks, and what does the added speed stop?
 - 3 How can we fix what breaks—while improving the value we create for everyone we touch?

What you leave with

- **One question for your leadership team:** where are we going? Everyone writes it down; the spread starts the more valuable conversation that aligns it.
- **An understanding of alternate currencies:** how to find sources of untapped abundance and apply them for collective gain.

Keynote, 45 to 60 minutes, rebuilt for your audience. **Workshop companion**, 90 minutes to a half day. A planning call first. Every attendee gets a digital copy of the presentation, the worksheets, the questions, and any other session materials. **Watch Mike:** storyminers.com/speaking.

Keynotes start at \$15,000, U.S. travel included.

Check a date

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