



CAPITOL CITY SPEAKERS BUREAU

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Tim Sanders

Travels from: California

Fee Range: \$20,001 - \$40,000

Tim Sanders is more than a keynote speaker; his real world experience, research savvy and deep understanding of the human condition make him an indispensable consultant to some of the biggest brands in the world. His Los Angeles based company, Deeper Media, conducts research on business trends, new media and human behavior.

A bestselling author, leadership coach and former Yahoo! executive, Tim Sanders is one of today's most prominent advocates for building business success through sharing your knowledge, network and compassion with your business partners.

His most recent book, *Today We Are Rich – Harnessing the Power of Total Confidence*, shows how Sanders learned The Lovecat Way.

Sanders was at ground zero during the dotcom crash, as Yahoo!'s Chief Solutions Officer. He saw some companies and individuals rise up from the ashes and others wither and fail. The difference, he learned, lies in confidence, trust in team and belief in mission. He should know; these practices catapulted him from sales executive at Mark Cuban's broadcast.com to Chief Solutions Officer at Yahoo! in less than four years. Today Sanders speaks to audiences around the world about how to instill a solutions-oriented, promise-keeping culture of highly confident and innovative people.

Tim has valuable experience in cutting-edge businesses, sales and marketing. He's weathered the quality movement as well as the dotcom crash and emerged with precious insight.

After graduate school and a short stint working with quality movement guru Ed Deming, Sanders went to work for Southwestern Bell Mobile systems at the birth of the U.S. cellular phone industry. He applied his expertise of quality, marketing and sales to help launch one of the most important industries of our time – wireless communications for the masses.

In 1996, Sanders went to work at broadcast.com for Mark Cuban, an audacious entrepreneur. After the company was sold to Yahoo!, Sanders created and led the Yahoo! ValueLab, an in-house "think tank" which delivered futuristic insight on technology and human behavior. While working there, he discovered that the company was moving too slowly for the innovation required at the time. Leading by example, he started a movement that inspired their executives to make more and faster decisions and to take calculated risks. Even though he was just a Director, within one year, market analysts and board members recognized him as the leader in the company.

In 2002, Sanders was named Chief Solutions Officer at Yahoo!, at a time when the Internet industry was going through significant change and pressure from the stock market. He was charged with responding to multi-million dollar critical situations and empowered to make decisions in the field. From this experience, he learned that leadership is a personal decision, not just the function of a title.



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Tim Sanders continued

Most Requested Programs...

- Phoenix Companies: How To Be The First To Bounce Back
- Harnessing The Power Of Total Confidence
- One Person Can Create Change
- Knowledge Sharing Wins Talent
- Business Runs on Relationships

Books...

