



Eleanor Sullivan RN, PHD

PRESENTS

Taking the Mystery Out of Influence

Inject the power of influence into your life, and the life of your organization.

ELEANOR SULLIVAN HELPS ORGANIZATIONS AND INDIVIDUALS HARNESS THE POWER OF INFLUENCE FOR POSITIVE CHANGE.

WHY ELEANOR'S CLIENTS KEEP BRINGING HER BACK

"Eleanor's perseverance and creativity are truly remarkable—she could create no more of an interesting character than the person she is in real life. The sum of her life experiences have given Eleanor a unique perspective to share with audiences both within the health care community and the public at large."

Sr. Mary Roch Rocklage, RSM
Sisters of Mercy Health System

"Your material goes far beyond nursing and your presentation style and enthusiasm will keep the audience's attention and assist with their retention of your important message."

D. Kay Clawson, MD
University of Kentucky

"I recommend Dr. Sullivan without reservation as a speaker for any group who wishes to be inspired and challenged. Her personal manner is engaging and encouraging."

Rev. Deborah L. Patterson
International Parish Nurse Resource Center

"You knew Alaska and our medical center—your presentations applied directly to us!"

Audience member
Alaska Native Medical Center

YOU WILL LEARN

- ✓ What leaders should know about influence
- ✓ How influence can be expressed as a positive, constructive force
- ✓ How influence differs from power
- ✓ How to listen for cues that invite influence
- ✓ Using collaboration as a tool for building influence
- ✓ How to sidestep the torpedoes that influence attracts
- ✓ Using influence to create personal and organizational change
- ✓ What one characteristic is shared by all people of influence

Eleanor Sullivan is an accomplished writer, sought-after speaker, and recognized leader in health care. She overcame tragedy and nearly-impossible odds to become, first an RN, then earn her doctorate, on her way to presidency of the world's largest nursing organization and dean of nursing at the University of Kansas. She has authored numerous award-winning books in nursing, and now a series of mystery novels. **Through her exceptional career, Eleanor has solved the mystery of that elusive quality known as influence.** She has testified before the U. S. Senate, served on a National Institutes of Health council, presented papers to international audiences, been quoted in *Chicago Tribune*, *St. Louis Post Dispatch*, and *Rolling Stone*, and named "Who's Who in Health Care" by *Kansas City Business Journal*. **In Eleanor's keynotes and workshops, your audience will discover the secret of influence as a potent force for change.**

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