



Danielle C. Levy

Podcast Guest Expert | Summit Speaker | Keynote Speaker

Danielle is available for virtual keynotes, workshops, and summit presentations for groups of any size. Danielle tailors every presentation to the unique needs and goals of the audience. She'd love to collaborate with you on the perfect presentation for your audience.

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Topics Include:

- How to have hard conversations with your team
- The best way to get the right people in the right seats in your business
- Why every business needs an In Case of Emergency (ICE) plan
- Stop working IN your business so you can grow faster
- The hidden key to business success (and why you aren't already doing it)
- Why operationalizing your values leads directly to sales
- Why skyscrapers are not built with duct tape



How to have hard conversations with your team

No one likes to have difficult conversations with team members but, as a leader, it's important to address issues and do it quickly. And when you do it right, you increase the chances of a better outcome for everyone. Inside this signature presentation, Danielle breaks down the signs a conversation like this needs to happen, the steps to effectively navigate this type of conversation so that you can be confident in your approach, how to clearly communicate to resolve the issue(s), and get back to focusing on the most important things in your business.



The best way to get the right people in the right seats in your business

Most business owners know exactly what needs to be done but can struggle to figure out WHO is the right person to do the different tasks and activities. Strategically preparing for hiring and onboarding, while communicating effectively throughout the process, means everyone on the team understands the business goals and vision and can work toward achieving them. Get the right people doing the right tasks so that your business performs at/with the highest quality while using resources in the most efficient way.



Why every business needs an In Case of Emergency (ICE) plan

No one wants to think about the unimaginable happening. A tragic incident or devastating news from a doctor can rob you of your health but that doesn't mean it also has to rob you of your business. When urgent situations happen, your Designated Person In Charge (DPIC) can step up and handle things so your business doesn't collapse. As the CEO, you've been spoiled by your team taking care of the operations. But, if something happens to a trusted team member, there are times when you need to roll up your sleeves and step back into your business. Once you have an ICE (In Case of Emergency) plan established, you can relax knowing no matter what happens, you or your DPIC has the tools to keep your business running smoothly.



Stop working IN your business so you can grow faster

Chaos within a team means disaster for a business. And it may seem easier to just do everything yourself to avoid the possible problem. But when you finally delegate, you free up your time and energy to work with clients, create new offers, learn new skills, and even take time off without feeling anxious about your business. Getting to that point takes a mindset shift, planning, and getting the right people doing the right tasks. Here's how to make that happen so that you can be the CEO instead of the Chief Everything Officer.



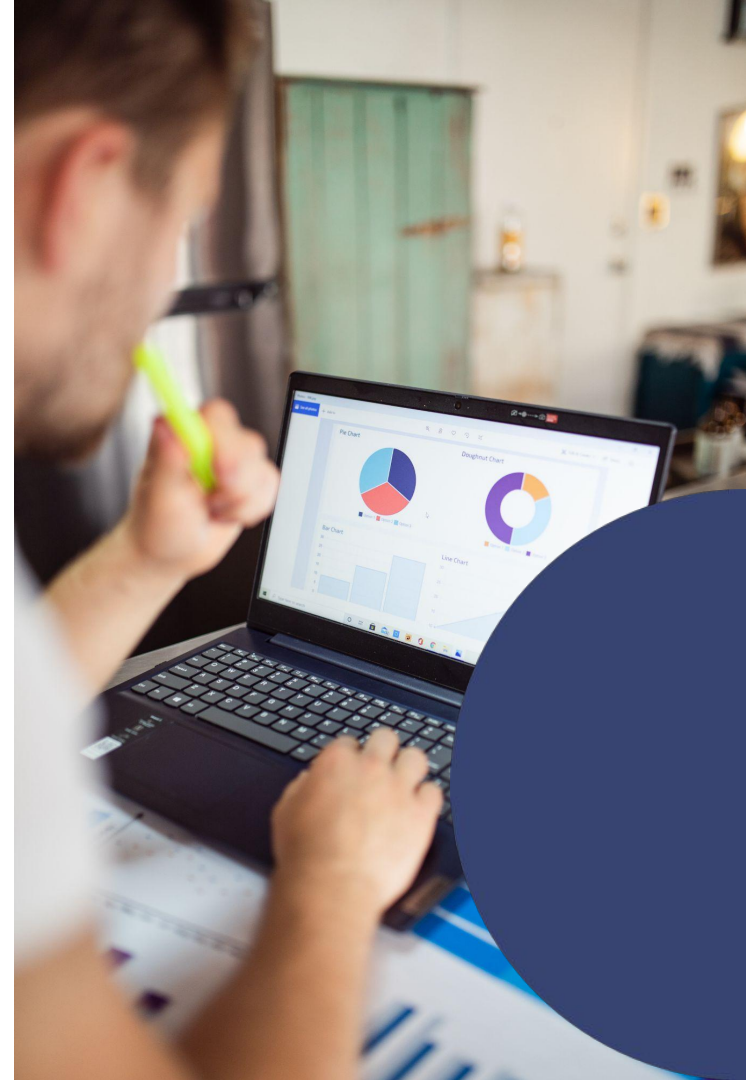
The hidden key to business success (and why you aren't already doing it)

Doing the new, creative, fun work (rather than the maintenance work in a business) may provide growth opportunities but often creates holes and gaps that widen over time and risk your business's survival. But when you focus on preservation and guardianship of your operations, customer service, team, and systems, you're building a business that can weather uncertainty and last. Breaking free from expectations and building good habits is at the core of making this shift so that you can do the fun stuff while your business hums along in a self-sustaining way.



Why operationalizing your values leads directly to sales

It's critical to define your business values and incorporate them into how the business operates. When you have clearly defined values, live them out, and speak them to your team, you create the team (and business) culture. In this signature talk, Danielle shares how to develop and operationalize values to guide your team on how to act/react, help them take quick actions, and provide a cohesive response to your clients which all leads directly to increased profit margins and sales. You and your business can build a relationship of trust with your clients when your values are demonstrated by everyone throughout the business.



Why skyscrapers are not built with duct tape

It's time to 2.0 your business. You've been successful and reached your revenue goals but now it's time to slow down, appreciate the achievement and do the work to reach the next level. It's time to recognize the risk of not slowing down means continuing on the path you're on and staying at this same level.

You can't keep building a business with duct tape and hope. You need the systems and structures that'll hold up the business you're building. It's time to build a company outside of yourself as the CEO and develop a team based on functionality rather than on individuals.



Don't worry, help is on the way!

Here's how to get in touch with me and how we can work together:

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