



**Motivational Speaking  
AND Training Solutions, Inc.**

## Motivational Speaker Agreement



*Marcel Sanchez*

President

Motivational Speaking and  
Training Solutions, Inc.

# Who is Motivational Speaking and Training Solutions, Inc. (MSTS)?

MSTS is an organization dedicated to developing people. Inspiring and equipping people for transformation is what we live for. We are absolutely committed to motivating and training people to accelerate their potential for greater competence, performance and influence. *We help speakers, trainers, and entertainers connect with organizations and event planners to inspire, equip, and transform their people.*



## Vision

***Creating Environments*** Our vision is to become the global leader in creating environments for effective professional development.

We seek to create customized training environments for effective professional development primarily in the areas of personal growth, leadership, sales, and ministry. Our goal is to synchronize organizational development by providing customized training solutions for English, Spanish, and Portuguese speakers.

Our passion is to help organizations exceed their performance goals by serving as *key training partners* in the development of their people. Our goal is to motivate them to serve as catalysts in their place of work, within their family and throughout their community.

Our dream is to make organizations more successful by strategically developing their people. We are determined to help organizations reduce costs by maximizing individual and corporate performance.

## Mission

***Developing people***. We serve organizations by developing their people. We exist to inspire, equip and transform people by providing customized speaking and training solutions to maximize their professional, relational and spiritual impact.

## Values

***Serving people***. We value people by serving with integrity and excellence to deliver the right solutions for effective professional development. We try very hard to put ourselves in our client's chair and serve their needs better than we would like to be served. For this reason, we strive to serve our customers with integrity and excellence. Since every customer is unique, we don't offer "cookie-cutter" solutions.

Instead, we take our time in crafting customized professional training solutions for each and every customer. *Integrity* is our foundation, *excellence* is our passion and *creating customized environments* for effective professional development is our dream.

## Who hires MSTS?

Business owners, Event Planners, Chief Executive Officers, Executive Vice Presidents, Educational Leaders, Non-Profit Agencies and Ministry Coordinators all find great value in partnering with MSTS.

## How has MSTS helped other organizations?

Most recently, MSTS has coached business leaders in the areas of corporate downsizing, leadership development, team building, motivational consulting and international sales planning and development. We have also served as Keynote Speakers, Graduation Speakers and Seminar Facilitators during this time.

MSTS can help organizations and or event planners by creating a customized environment for effective professional development. How we create these environments will depend more on the needs of each individual customer and their primary objectives rather than what we've done for other clients in the past. MSTS will work hard in developing tailor-made solutions to strengthen your team and develop them professionally.

We partner speakers and trainers from a wide range of fees: \$500.00 - \$100,000+. Our speakers and trainers are carefully selected to serve every customer in their area of expertise. We value every customer and work hard to thoroughly understand their unique motivational needs

## What do our customers expect from working with MSTS?

This question is best answered by speaking from our core values: integrity, excellence and customized solutions.

**Integrity** means to be “complete or whole.” Bottom-line, we finish what we start. Our promise is to provide a clear, comprehensive solution to help organizations develop their people. We strive to make the process of hiring a motivational speaker, trainer, and or entertainer both collaborative and enjoyable.

**Excellence** means the solution is delivered with the highest quality of professional standards. Our experience has found a direct relationship between excellence and strong business relationships. We don't believe in short-term transactions but in partnerships that are mutually beneficial. Our relationship with each client forms a strong collaborative bond that significantly affects the characteristics and outcomes of each solution.

**Customized Solutions** are not easy to develop; however, we love the challenge. Our promise is to ask many questions, work hard, and make sure we stay on track with customer expectations.



## Why should you partner with MSTS?

Partnering with an organization is something to consider very carefully. The vision, mission, and values of the organization should have synergy and alignment with your personal vision, mission, and values.

As you consider partnering with Motivational Speaking and Training Solutions, Inc., three words summarize the answer to the “Why?” question: *simple, relational, and strategic*.

### Simple

***New Opportunities*** - We intentionally and aggressively pursue speaking and training opportunities for your business. We partner with event planners and organizations from a variety of industries to provide them with the best speaker available for their specific area of need.

We serve these customers by providing them with a comprehensive portfolio of speakers, trainers, and entertainers. Although we should not be your only partner in marketing your business, we can assure you that working with our team will simplify the process for engaging new customers.

***Zero Marketing Costs*** - Another component of simplicity is the cost factor. We take care of all front-end marketing costs such as website maintenance, search engine optimization, Google Ad words, and profile updates. Yes, you did read ALL. Here is the link to our website: [www.Motivationalspeakingandtrainingsolutions.com](http://www.Motivationalspeakingandtrainingsolutions.com)

There's only a cost if you want to expand your marketing. As we progress towards video samples of your training sessions for potential clients to view, we will notify you of the cost if you desire to advertise through this media.

We have the ability to record your sessions by a professional videographer if you so desire. Although not required, this medium will provide potential customers with the ability to see you in action and answer questions along the way. If this is not for you, don't worry, you can still advertise for free.

### All you need to do is send us the following information via e-mail:

- A recent picture of you dressed in business attire, submitted in a Jpeg file (Max Pixels 120 W x 174 H).
- A brief bio containing no more than three to four paragraphs. Make sure you include information about yourself and how you have helped customers, students, or other groups in the past. Describe how you can help customers and their people today overcome some of their challenges.
- A list of three to five areas of expertise. For example, Public Administration, Education, Youth, Business Ethics, Diversity, Leadership, Sales, etc...

***Simplified Event Commissions*** - Events signed through MSTS with the Speaker, Trainer or Entertainer whether directly or indirectly, through event leads, are commissionable by 35% of the total gross contractual agreement. That's it! No hidden fees, no small print, no unexpected charges or sales commissions from sold products.

## Relational

Since developing people is our business, our entire business model is based on building strong relationships. At MSTS, we value healthy, growing relationships with our team and with our customers. For this reason, we do our very best to conduct business with a collaborative mindset. We are relentless in our pursuit of establishing growing relationships and expanding our presence within the motivational speaking industry.

*A Personal Approach* – This relational philosophy is only as good as your relationship with your customer. We do everything possible to make your interaction with your customer both personal and successful. Our role is to serve as a facilitator and consultant throughout their entire customer experience.

## How is does our overall process work?

1. *The Pursuit* – We explore and pursue opportunities to serve organizations and event planners as their primary source for motivational speakers and trainers. We work individually with each organization and or event planner to find the right speaker for their event. Our goal is twofold: We want to find the best speaker for their event and leverage our expertise to secure future events with each customer.
2. *The Customer* – The customer will have an opportunity to view each speaker profile and ask questions regarding experience, availability, and cost for each prospective speaker, trainer, and or entertainer. We will contact you and other selected speakers via e-mail and or cell phone regarding these questions. Any brochures, videos, and or other materials will be included in this request unless they're already found online.

Our promise is to follow up to make sure their assessment of you and your business is what you expect it to be. The customer will contact us after their assessment and provide us with their final decision. At times the customer will leave their final decision in our hands. If that is the case, we will make our final decision based on a comprehensive review of the following factors: expertise, experience, availability, language, price and other factors relevant to the customer.

3. *The Selection* – The customer will make their final decision and sign the Motivational Speaker Event Agreement. We will encourage the customer to contact you directly to resolve any concerns or ask additional questions once this agreement has been signed by all parties. We trust you as a business partner and we want to keep the relationship strong throughout the entire process. Therefore, we encourage you to start building this relationship right away.
4. *Your Role* – Once the customer selects you as their motivational speaker, trainer, and or entertainer, MSTS will contact you directly and provide you with a copy of the event agreement. We manage the paperwork for you and for our customer. We encourage customers to provide as much information as possible about their specific event needs through our website to develop the right solution to help meet their needs. This information is included in the Motivational Speaker Event Agreement.

Any marketing materials you have are electronically forwarded to the customer by you upon request. Please send us any e-brochures you may have in order for us to help you serve your customer. You're responsible for shipping your own brochures, videos, and supplemental marketing materials. We will forward you a copy of the event agreement for you to sign, date, and return within 48 hours.

You're responsible for developing a customized speaking/training solution and submitting your final presentation package via e-mail to [info@motivationalpeakingsolutions.com](mailto:info@motivationalpeakingsolutions.com) two weeks prior to your performance date. Failure to provide final presentation package may result in the immediate cancellation of your agreement. Make sure to share with the customer on every call how your presence, program, and solution will help them far exceed their expectations for their event. Brochures and or bureau friendly packets are not required but strongly recommended. Remember, good marketing tools help resolve concerns and close sales. For events requiring flight plans, you're expected to book two flights (to be charged separately to the customer) to avoid problems caused by unforeseen flight cancellations.

5. ***Deposits, Commissions and Final Payments*** - Please keep in mind that every promise to our customer must be met. This is VERY, VERY important to our continued success and yours as well. Our agreement with the customer includes a requirement to receive a 50% deposit from the customer to activate the agreement. Our commission is received from this initial deposit and is non-refundable. MSTS will write you a check for your portion of the agreement within seven business days after verifying your performance with the event planner(s) and receiving final payment from the customer. You're expected to deliver a motivational performance that inspires, equips, and transforms people.
6. ***Cancellations and Payment Expectations*** - Our promise is to keep cancellations down to a minimum. If for whatever reason you do not perform as expected within the Motivational Speaker Event Agreement, your agreement will be automatically cancelled. You agree that you will not hold Motivational Speaking and Training Solutions, Inc. nor the Customer responsible for any losses incurred.
7. ***Follow Up*** - Although not a requirement, we strongly encourage all speakers and trainers to send a follow up thank you card, e-mail correspondence, and any other means of effective communication to develop their relationship with each customer and leverage future events. We plan to send each customer an e-survey to rate your overall performance, evaluate their customer experience, and let us know how we can improve our service for future events. This information will be reviewed with each speaker, trainer, and entertainer for future strategy development.

## Strategic

***Exceeding Expectations while Positioning for the Future*** - Our goal for each event is to far exceed all customer expectations and strategically position ourselves for future events, both directly and indirectly. We look beyond "the event" to what opportunities lie ahead within the next several weeks, months, and yes, even years ahead.

***A Total Solutions Provider*** - Our strategy leads us to position ourselves as a total solutions provider. We want to be the organization they contact for all of their motivational needs. Your performance at each event will greatly determine our ability to realize this strategy. Thank you in advance for your enthusiasm, preparation, and determination to be the best you can be...for our customer.

Although we cannot guarantee you will be booked through Motivational Speaking and Training Solutions, Inc. we do promise to promote you with each and every customer where your specific expertise is a match for their custom event needs.

**So what are the bottom-line benefits for me as a speaker, trainer, and or entertainer?**

Other Speaker Bureaus	MSTS
Regularly charge an initial fee of \$350 or more just to get started plus annual fees.	We do not charge start up fees nor do we charge annual marketing fees. Custom Web-marketing tools, if desired, are the only exception.
Try to control all communication and activities between the speaker and their customer.	We trust our speakers; therefore, we encourage communication between each speaker and their prospective customer.
Charge High Commissions (45 %+ ) and demand a percentage of all product sales.	We only charge 35% Commissions...that's it! You receive 100% of all product sales.
Only market domestically.	We market both domestically and internationally to reach customers who speak English, Spanish, and Portuguese
Don't provide Emergency Speaking Solutions in English, Spanish, and Portuguese.	We do! We love the challenge of converting your greatest emergency into your greatest successes.

## I'm ready to begin...what steps do I need to take?

1. Sign the Motivational Speaker Agreement and send it back to us:  
5155 SW 157th Ave, Miramar, FL 33027.

2. We will contact you directly via e-mail, phone or in person to review the agreement and make sure all of your questions are answered. You can reach us directly at 786-554-0312 or via e-mail at [info@motivationalpeakingsolutions.com](mailto:info@motivationalpeakingsolutions.com)

3. Once approved (via e-mail), send us a recent picture in professional attire (Jpeg File 120W x 174H maximum pixels), a three to four paragraph biography (explaining how you can help audiences,) and your 3-5 areas of expertise. Once approved, we will have you online ASAP.

4. E-mail any e-brochures and other marketing materials preferably in a PDF format.

5. You're done!

*I have read all the terms, exhibits, and expectations of the Motivational Speaker Independent Contractor Agreement and I agree to these terms. I agree to serve as a speaker, trainer, and or entertainer to inspire, equip, and transform lives. I understand MSTS cannot guarantee bookings through their organization. I understand that I am considered an independent contractor and not an employee of Motivational Speaking and Training Solutions, Inc. (MSTS).*

*I will legally hold Motivational Speaking and Training Solutions, Inc., harmless in the event of any loss incurred to myself, my staff, or the customer, as a result of my speaking, training and or entertaining commitment. I promise to serve with integrity, excellence, and work with each customer to develop customized solutions.*

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PRINT NAME

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SIGNATURE

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BUSINESS NAME

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TITLE

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CELL PHONE/E-MAIL

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DATE