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Introduction for Dr. Bill Lindsley

Please read the introduction exactly as it is written - it sets the tone and atmosphere for Dr. Bill.

We are now ready for our speaker. (If relevant: Please turn your chairs this way and make yourselves comfortable. And please turn off your cell phones. Let's give a big round of applause for our servers ... and let's let them step out of the room while we have our speaker.)

Dr. Bill Lindsley claims to be a recovering academic. (pause) He escaped the ivory tower and gave up pure business-school theory in order to help organizations address and solve real-life problems. He has worked with companies ranging from manufacturing to sales, from healthcare to high tech, from small family businesses to the Fortune 500.

Dr. Bill, as he is commonly called, holds a PhD in strategic planning from M.I.T., but he still tries to be interesting. (pause) He was a dean at Belmont University and a professor at Boston College and Vanderbilt, but he still manages to be relevant. He has been a business consultant for over twenty years, but he still finds a way to have fun.

The title of his speech is: "Dancing on the Deck of the Titanic: Lessons in the Art of Strategic Listening." Please welcome Dr. Bill Lindsley.

[THE ART OF STRATEGIC LISTENING]

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