



# HARRY THE FISH! GUY™

## Harry Paul

As the co-author of six world-renowned books, including the global phenomenon and best selling business book *Fish!, A Remarkable Way to Boost Results and Improve Morale*, Harry Paul (aka Harry the Fish! Guy) has appeared on the bestseller lists of *The Wall Street Journal*, *New York Times Business*, *USA Today*, *Business Week*, *Publishers Weekly*, and *Amazon.com*.

Spending most of his time traveling the globe, Harry is passionate about infusing fun—and performance—into the workplace. Harry’s keynote speaking, leadership speaking, workshops and books focus on making work fun and rewarding—a place employees will want to perform at a higher level every single day. It starts with *Fish!* a book based on a famous Seattle fish market—where Harry Paul brings the story, energy, and enthusiasm of Pike’s Place Fish Market to life.

### Keynote/Workshop Take-Aways—Transform Today

Harry’s keynote and workshops teach audiences four principles that help managers, teams, and employees accelerate. They are:

1. Choose a Winning Attitude
2. Play at Work
3. Be There
4. Make Their Day

From these foundational principles, Harry Paul has helped transform the cultures of major companies like Dominos, Gap, and Kaiser Permanente—and that’s just a few. He’s also stood in boardrooms with some of the most respected executives.

### When Harry Speaks, Change Happens!

He’s funny. He’s bold—high-spirited with sincerity that connects with audiences on an “I get it now” level. He’s the most interactive, high-impact, yet down to earth transformational artist you’ll find—talking ‘with’ your team instead of ‘at’ your team. Plus, steeped in proprietary research, and exposing transformations from the boardrooms of some of the most renowned clientele, Harry’s workshops and keynote speeches offer audiences instant, easily applied strategies that will accelerate performance, engage teams, and create results—today.

## FISH TALK



*“Harry Paul wowed our district managers!! He was wonderful!”*

**JANE CUMMINS,  
ANDERSON MERCHANDISERS,  
WALMART/SAM’S CLUB**

*“WOW! You really outdid yourself at our FISH! Camp... every evaluation gave you rave reviews.”*

**CHRIS SCHEARER,  
COORDINATOR UNLV**

*“You were simply terrific and we all went away with a little different attitude because of your presentation! You have a unique story to tell. In a world of so much ‘sameness,’ being able to separate ourselves from everyone else is the foremost contribution to the success of an operation.”*

**JAY STEIN, CHAIRMAN, STEIN MART**



# HARRY THE FISH! GUY

## FISH! FOR LEADERS

Engaged leaders are critical to your organization's performance—their attitudes, perspectives, and management styles become the

models of behavior for every single employee in your company.

Harry Paul has passionately invested the last decade to working with leadership teams at many of the most respected companies in the world. He not only has the experience to motivate your leadership team, but he also dives deep into the FISH! philosophy and leverages the transitional experiences of the leaders he's worked with in the past to provide your team with an applicable, hands-on, and admittedly fun approach to changing culture, and influencing human behavior.

### **In this high-level, hands-on workshop Harry teach your leadership team:**

- The Basic Four Principles and How They Apply to Managing People: Choose a Winning Attitude, Play at Work, Be There, and Make Their Day.
- Commitment to Cultural Transition: How, why, and when to get all employees engaged in creating a unified vision for a successful outcome.
- The 'Big Fish' Fallacy: How to truly teach your team to follow your lead, your actions, and your attitude.
- Schooling to Swim: How to translate corporate, team, and division initiatives like Fish! into personal motivation and benefit for employees.
- Behind the Boardroom Doors Transformation Secrets: How many of the world's greatest business leaders accelerated their organization's performance by applying the basic four principles.

## FISH! FOR TEAMS

Culture is the fabric of a company—spawning from the attitudes, perceptions, energies, and engagement of the employees. That's

why it's crucial to create an environment where teams want to come to work, perform, and see the organization succeed.

Harry's Fish! for Teams Camp empowers employees to take charge of their own attitudes, challenges, and careers—ultimately inspiring change that drives business forward.

### **Session 1: Think Fish!**

- Understand how their attitude affects their performance.
- Accept responsibility for their attitude.
- Choose a winning attitude.
- See the customer first—always.
- View the customer (internal and external) as an audience.

### **Session 2: Act Fish!**

- Understand the action of engagement.
- Be present, and why it will benefit them.
- Pursue mastery in every task.
- Boost engagement of their co-workers

### **Session 3: Live Fish!**

- Play together.
- Make commitments to enjoy work.
- Understand the difference between playing at work, and playing instead of work.
- Re-energize their passion.
- Love the work they do, even if they're not doing the work they love.