



# FINDING THE **RIGHT** **SPEAKER** IS A HUGE **RESPONSIBILITY.**

Dr. Zacharie Clements on  
**Personal Responsibility**

“A blend of philosopher  
John Dewey, evangelist Billy Graham  
and comedian Bill Cosby.”  
— *The New York Times*

**THERE.** LIFE  
JUST BECAME  
A LITTLE  
MORE SECURE.

# ZACH PRESENTS PERSONAL RESPONSIBILITY AS FUN...SO YOUR PEOPLE WANT TO “OWN” YOUR BOTTOM LINE!

“I would love to nominate you for an Oscar® for your ten performances at our All Hands Meeting. They were flawless, touching, and I laughed and cried at all ten.”

— Manager, IBM Corporation

## Keynotes that go straight to your Bottom Line

### The Bottom Line Begins with You

In his uniquely personable way, Zach helps everyone in your organization to realize that they have a tangible stake in the Bottom Line. His exhilarating, motivating and humorous message focuses on:

- The buck stops here!
- The debilitating effect of societal malaise — imagined burnout; retire-itis; the “I’m Owed Happiness” syndrome.
- The A-B-Cs of Personal Responsibility: How Attitudes affect Behaviors which in turn determine Performance at home and on the job.
- The Four Cardinal Principles of maintaining positive attitudes for success.

### The Beauty of Basics

What does it take to make an organization world-class instead of simply mediocre? Attention to basics: the foundation for business and personal success. This message, at once timely and timeless, explores:

- Why lofty-sounding goals like “Soar with the Eagles” or “Go for the Gold” can become just empty rhetoric.
- How contemporary living creates Negativity Knots.
- Untying those Negativity Knots to unleash a “can-do” attitude at home and in the workplace.
- The vital link between Personal Responsibility and success — for the individual, for the organization.

*Without a doubt, this was the most highly valued session by the audience. Comments ranged from ‘Great’ to ‘Zach alone was worth the trip.’*

— Meeting Planner  
Systems Engineering

*“I laughed...I cried... There is always hope...’ These are some of the comments I heard after Zach’s keynote address.”*

— Vice President  
Computer Resource

*“All I can say is, Wow, What Perfection! After the meeting, we were deluged with compliments.”*

— Manager of Communications  
IBM Corporation



“Zach is by far the best speaker we have had  
at our Update sessions for AT&T.”

— Manager, AT&T Network Systems



## Zach on Personal Responsibility:

“Personal Responsibility is more than being a good person. I believe it is essential to developing these critical personal skills:

- Emphasizing Positive Attitudes
- Accepting Ownership of the Bottom Line
- Asserting Individual Initiative

## Zach on target!

During his 25-year speaking career Zach has addressed over two thousand corporate and association audiences. Their responses have reflected his track record for inspiring people to perform at their very best. Zach's effectiveness has been confirmed by his designation as a Preferred Speaker at the Executive Management Schools of both IBM and 3M.

“Motivating!” “Uplifting!” “A much-needed wake-up call!” These are a few of the superlatives received from audiences that have been brought to their feet time and time again by the crackling excitement and straight-to-the heart insights with which Zach energizes diverse people in organizations just like yours.

*“Our incentive trips have several purposes...to reward high achievers...to build their enthusiasm. You were a major contributor to this objective.”*

— Manager  
Honeywell Limited

*“Hope, love and perspective were never so movingly presented. Dry eyes were rare, but genuine laughter was not—what a powerful combination of emotions you touched in all of us.”*

— Vice-president  
First Nationwide Bank

*“Your message was obviously the highlight of my day as evidenced by the standing ovation and the many people who sought to visit with you personally at the conclusion of the meeting.”*

— Executive Director  
Michigan State Association  
of Life Underwriters

# *Whether you need one speech or several, Zach Clements will work with you to see that his appearance at your event meets your goals... and exceeds your expectations.*

## To ensure the success of your event, Zach:

- tailors each presentation to your group by conferring with you on your meeting goals;
- integrates appropriate mission statements into his presentation;
- meets with you in person at the event site to nail down any last minute details and requests;
- sits in on your program before his presentation to gauge the mood and style of your group;
- writes an article for your corporate/association publication, if you wish, to be published after the program;
- arrives the evening before his scheduled appearance so you and he have no worries about travel snags.



## About Zach

His work has put him in the company of such speakers as President Gerald Ford, Bob Hope, Jesse Jackson, Dan Rather, Prime Minister Pierre Elliot Trudeau, Henry Kissinger, Mike Wallace and Barbara Walters. Yet this respected, much sought-after speaker endured an orphaned, Depression Era childhood in an African-American and Italian ghetto. He's been through it all — poor performance at public schools, trouble with the law, and the constant lure of easy money from the rackets that flourished openly in his neighborhood.

But Zach's indomitable will to succeed was nourished by love and wisdom from his immigrant grandparents, and inspiration and help from his teachers, who started him on the road to respect for learning. He has earned Bachelor's and Master's degrees from the University of New York at Albany, and a Doctorate from the University of Buffalo. He is the author of several books.

A full professor at the University of Vermont for 13 years and veteran of many more teaching posts, Zach has also been a cook, lifeguard, camp director, football coach, laborer, truck driver, insurance salesman, U. S. Marine and has performed on American Bandstand. As versatile in leisure, he enjoys cooking, jogging, golf and writing fiction. Proud parents and grandparents, Zach and his wife, Cynthia, recently celebrated their 45th wedding anniversary.

Much of the impact, emotion and honesty of Zach's message is rooted in his inspiring upward journey from ghetto to public acclaim — energized by an avid hold on life, tempered by old-world values, and warmed by a teacher's love of people.

## **A partial list of Zach's more than 2,000 audiences:**

- KPMG Peat Marwick
- International Lottery Association
- General Motors
- Association of Human Resource Professionals
- Minnesota Chiefs of Police Association
- The Association of American Legion Commanders
- Penn Mutual Insurance
- New York State Life Underwriters
- First Nationwide Bank
- ServiStar
- US Airways Northwest Public Power
- Texaco
- Medical Users Software Corporation
- Michigan Association of Underwriters
- Dean Witter Reynolds
- AT&T
- 3M
- Digital
- Boys and Girls Clubs of America Executive Council
- New York Million Dollar Insurance Roundtable
- National School Boards Association
- LaSalle Dietch
- Fleet Bank
- Sun Oil

**TO BRING THE EXCITEMENT  
OF ZACH CLEMENTS TO  
YOUR MEETING, CONTACT:**

**DR. ZACHARIE J. CLEMENTS  
P.O. Box 397**

**SHELBURNE, VT 05482-0397**

**TEL: 802-865-7824**

**FAX: 802-865-3886**

**WEB: [www.zachclements.com](http://www.zachclements.com)**

**EMAIL: [info@zachclements.com](mailto:info@zachclements.com)**