

## Speaker Bio & Introductions

### 1. The Power of Storytelling

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#### Topic-Specific Bio

Monique Bradley is a keynote speaker, communication specialist, and storytelling expert who helps people turn information into meaningful stories that connect, influence and inspire action.

For more than 30 years, Monique has studied how stories shape the way we communicate, build trust and make sense of the world around us. Her career has spanned theatre, television, sales, business, training and professional speaking, giving her a rare understanding of how a story must change depending on the audience, environment and outcome.

Her work is grounded in Te Ao Māori principles, neuroscience and proven communication frameworks, exploring the role of story in identity, leadership, business and human connection.

Having spoken to audiences representing 76 countries and reached more than 200 million people through television, livestreaming and digital media, Monique knows how to transform an idea into a message people can understand, remember and repeat.

In *The Power of Storytelling*, she'll share how to uncover the stories that matter, shape them with intention and use them to create confidence, clarity and genuine connection.

#### MC Introduction

*Our next speaker believes that the world does not need more information.*

*It needs more meaning.*

*For more than 30 years, Monique Bradley has explored why some messages are forgotten almost immediately, while others stay with us for years.*

*Her career has taken her from theatre and live television to sales, business, training and stages around the world. She has spoken to audiences representing 76 countries and has reached more than 200 million people through television, livestreaming and digital content.*

*Drawing on Te Ao Māori principles, neuroscience and decades of real-world communication experience, Monique helps people transform what they know into stories others can understand, remember and act upon.*

*Today, she is going to show us why storytelling is not simply a creative skill. It is one of the most powerful tools we have for creating confidence, clarity and connection.*

*Please welcome to the stage, Monique Bradley.*

## 2. The Art of Unselling

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### Topic-Specific Bio

Monique Bradley is a keynote speaker, sales communication specialist and author who helps people sell through trust, story and genuine human connection.

Before becoming a professional keynote speaker, Monique spent decades working across sales, television, business, marketing and communication. She is one of only eight New Zealanders to have worked professionally in live television shopping, where she learned to communicate value, respond in the moment and move an audience towards a decision without ever meeting the customer face to face.

Across television and digital media, Monique has helped present products, services and ideas to audiences of more than 200 million people. That experience taught her that successful selling is rarely about applying more pressure. It is about understanding people, communicating value clearly and telling the right story at the right time.

Monique is the author of *The Art of Unselling*, a practical philosophy that challenges traditional ideas about sales. She helps salespeople, leaders and business owners replace uncomfortable pitching with confident conversations, meaningful demonstrations and stories that build trust.

In *The Art of Unselling*, Monique will take the audience on a hilarious storytelling and educational journey, helping attendees reframe selling as an exchange of value, and demonstrate how to communicate what they offer with confidence, integrity and genuine care.

### MC Introduction

*How many people in this room love being sold to?*

*And how many of you have ever felt uncomfortable calling yourselves a salesperson?*

*Our next speaker believes the best salespeople do not begin with a pitch.*

*They begin with curiosity, trust and the right story.*

*Monique Bradley has spent more than 30 years working across sales, television, business and communication. She is one of only eight New Zealanders to have worked professionally in live television shopping, where she learned how to create trust, communicate value and move people towards a decision, live, under pressure and in front of a real audience.*

*She is also the author of *The Art of Unselling*, a philosophy that challenges the idea that selling needs to be pushy, scripted or uncomfortable.*

*In this hilarious and interactive keynote, Monique will show us why people say yes, how to demonstrate value without sounding like we are pitching and how to sell so naturally that it no longer feels like selling.*

*Please welcome to the stage, with *The Art of Unselling*, Monique Bradley.*

## 3. Speak Up

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# Monique Bradley.

## Topic-Specific Bio

Monique Bradley is a keynote speaker, communication specialist and professional speaking coach who helps people find their voice and communicate with confidence, clarity and connection.

Monique began studying speech and performance at the age of eight and has since built a career spanning theatre, television presenting, sales, coaching, facilitation and professional speaking.

For more than 30 years, she has studied what allows some people to command a room while others struggle to express ideas they know deeply, leading her to be the first in the world to do a Masters on Keynote Speaking, which she achieved with first class honours. Her work moves beyond surface-level presentation tips to explore where confidence really comes from, how clear messages are structured and what enables a speaker to create an authentic connection with an audience.

Monique has spoken to audiences representing 76 countries, coached emerging and experienced speakers and delivered communication training across multiple industries. Her approach combines practical speaking techniques with storytelling, neuroscience, performance and an understanding of how identity and internal narrative influence the way people communicate.

In her presentation called **Speak Up**, Monique gives people practical tools to manage nerves, organise their thoughts, communicate with intention and speak in a way that sounds genuinely like them.

It is designed for people who have something worth saying and want to say it in a way that lands.

## MC Introduction

*There are people in every organisation who have valuable ideas, important knowledge and something meaningful to contribute.*

*But having something worth saying does not automatically make it easy to say.*

*Our next speaker has spent more than 30 years studying what makes communication work, on stage, on television, in business and in the moments when the pressure is real.*

*Monique Bradley began studying speech and performance at eight years old. Since then, she has worked as an actor, television presenter, salesperson, trainer, communication coach and professional keynote speaker.*

*She believes successful communication is built on three things: confidence, clarity and connection.*

*Confidence helps us speak.*

*Clarity helps people understand.*

*Connection build trust and gives them a reason to care.*

*In this interactive keynote, Monique will share practical techniques to help us manage nerves, structure our thoughts, find our authentic voice and communicate in a way that moves people, rather than simply giving them more information.*

*Please welcome to the stage, Monique Bradley.*

## Short Programme Bios

# Monique Bradley.

*These are useful where organisers only allow around 70 to 100 words.*

## **The Power of Storytelling**

Monique Bradley is a keynote speaker, communication specialist and storytelling expert who helps people transform information into meaningful stories. With more than 30 years of experience across theatre, television, sales, business and professional speaking, she understands how stories capture attention, build trust and move people towards action. Drawing on Te Ao Māori principles, neuroscience and proven communication frameworks, Monique helps audiences communicate with greater confidence, clarity and connection through the power of storytelling.

## **The Art of Unselling**

Monique Bradley is a keynote speaker, sales communication specialist and author of *The Art of Unselling*. One of only eight New Zealanders to have worked professionally in live television shopping, she has spent decades learning how trust, story and clear demonstrations of value influence buying decisions. Monique helps salespeople, leaders and business owners move beyond uncomfortable pitching and create confident, natural conversations that make selling feel more human.

## **Speak Up**

Monique Bradley is a keynote speaker, communication specialist and professional speaking coach who helps people find their voice. With more than 30 years of experience across theatre, television, training, sales and professional speaking, she teaches the practical foundations of successful communication: confidence, clarity and connection. Her interactive approach helps people manage nerves, structure meaningful messages and speak in a way that is authentic, compelling and remembered.