

# COMMON FAQs

Here are answers to Rich & Andrea's most commonly asked questions:

## What topics do Richard & Andrea speak on?

Richard & Andrea have a singular mission: teaching your audience to blast through the wall of failure and rejection! So, unlike some speakers with multiple topics, they deliver just one presentation... their signature *Go for No!*<sup>®</sup> Yes is the Destination, No is How You Get There presentation... ***appropriate for any audience that must deal with hearing "NO" in order to get to yes!*** (And a special one for leaders called the Go for No! Leader)

## I need a presentation description to 'sell' this to others!

In their keynote, "Yes is the Destination, No is How You Get There," authors of the best-selling book *Go for No!*, Richard Fenton and Andrea Waltz discuss how to reduce feelings of rejection associated with being told "no" and how to re-evaluate long-held beliefs about failure and success. Learn the new model for successfully failing in today's world, and how applying this model will positively impact your emotions and your results. Using unique anecdotes, enlightening stories, and their popular 'Go for No!' game, Richard and Andrea will explore how you can increase opportunities while you reduce stress around the pressure to succeed. In rapid time, Richard and Andrea will have you more inspired than ever to break through self-imposed limitations to achieve your business and personal goals and dreams.

## Do they speak together?

Yes. Richard & Andrea take the stage at all events "as a team" with a unique, perfectly-crafted presentation that people rave about. And don't worry... they don't charge 'double' because there are two of them. Which brings us to...

## What are their fees?

The standard fee for Richard & Andrea's 45-90 minute *Go for No!*<sup>®</sup> keynote is \$15,000 less their Great Client Discount of \$2,500. They also offer fee reductions for small groups and association programs. Please call or email to inquire.

## How do they handle travel arrangements?



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Travel arrangements are made by Richard & Andrea's assistant from their office. Because their itinerary often requires changes based on other engagements, flights cannot always be arranged far in advance. For hotel room reservations, they ask that clients reserve a king, non-smoking room in the hotel where the event is taking place (note: in case you didn't already know, Rich & Andrea ARE married) and to have the room billed to your master account, with confirmation sent to their office.

## Do they offer products at our event?

Assuming a client hasn't already purchased learning materials for the group in advance Rich & Andrea usually do offer materials when they speak. Rest assured, they will NOT by 'PITCHING THEIR PRODUCTS' from the stage at your event!

## What process do Richard & Andrea use to tailor their material?

Richard & Andrea will conduct a brief teleconference with you to determine your specific needs and tailor your program.

## Can I see them on stage before I hire them?

Virtually all of Richard & Andrea's programs are "Private Events" (they don't do many "Public" workshops) which makes it difficult to see them "live". Their 16-minute demo video can be viewed at: [www.GoForNoKeynote.com](http://www.GoForNoKeynote.com). Also, should you prefer, we can send you the presentation on DVD.

## Why should I hire Richard & Andrea, especially when I can get someone else cheaper?

If we may be so bold, the old axiom "You get what you pay for" is true... and it's DOUBLE TRUE when it comes to hiring a speaker for your conference. Are there other speakers who charge less? Sure. But buyer beware. Rich & Andrea have been in the professional speaking industry for many years and have a proven track record delivering a masterful program... one that gets results. Quite simply, you won't find anyone more invested in helping you achieve your goals.



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## Why should we hire a speaker from the "outside" when we can get someone from the "inside" to speak for free?

From our perspective, 'inside' or 'outside' should not be an either/or question. You should do both. There is NO REPLACEMENT for having someone from the 'outside' (especially experts on a topic critical to your organization's success) deliver a fun, informative and motivating talk as the centerpiece of your event.

## How can I find out if Richard & Andrea are available on my date?

Call their office at: **800-290-5028**. Or email them at: [Info@GoForNo.com](mailto:Info@GoForNo.com)

