

# Stand Up and Speak

AWAKEN  
the DOER  
within *you!*

We can't change  
circumstances, but we  
can change what we do  
with them.

**KATJA PORSCH**  
SPEAKER AND MENTOR FOR  
MINDSET CHANGE,  
MOTIVATION AND SUCCESS



*Katja Porsch*

# “ KATJA PORSCHE – *You are success!* ”

## SHE KNOWS HOW TO MAKE IT TO THE TOP OF HIGHLY COMPETITIVE MARKETS

- >> 50,000 cold calls using the phone book
- >> 25,000 “no thank you”s survived
- >> 7,000 pitches
- >> one of Germany’s leading sellers
- >> closing rates of 1:2 in investment real estate sales

## SHE KNOWS HOW IT FEELS TO LOSE EVERYTHING

- >> commissions were not paid
- >> bad decisions led to two failed businesses

## AND SHE KNOWS HOW TO STAND UP AGAIN

- >> one of the most successful motivational speakers
- >> co-founder and CEO of the Personal Skill Academy
- >> co-founder of the first start-up academy in cooperation with the state of Kärnten, Austria
- >> highly sought-after sales expert and business mentor
- >> author of five books
- >> 900 seminars and talks given to over 30,000 participants
- >> offices in Berlin and Los Angeles

## HER <sup>4</sup> MOST IMPORTANT PRINCIPLES

- >> We rarely fail because we lack knowledge. We mostly fail because we lack “doing-it”!
- >> Success is never a matter of favorable circumstances, talent or luck. Success comes from taking the right action.
- >> CHANGE IS NO LONGER A PROCESS WE CAN RESPOND TO WITH A SINGLE MEASURE – CHANGE IS A PERMANENT STATE.
- >> The USP is dead. Products and services are ever more interchangeable, and innovations continue to be short-lived. The product advantage will dissolve. To successfully thrive in the market, we need something else: The UPP.



# Stand Up and Speak

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The **FUTURE** belongs

to the **DOERS**

**KATJA** PORSCH –

„PROBABLY GERMANY'S MOST HONEST  
MOTIVATIONAL COACH.“

*Radio eins*

- >> Everybody wants to be successful, but very few know how to do it!
- >> Success is nothing, but a decision!
- >> Everybody is born with the possibility to become successful. Every single one of us has the potential and holds all the necessary talents to become outstanding- but we don't learn, how to use them!

## STAND UP AND SPEAK MEANS:

- Stand up and awaken the doer within you
- Stand up and use your inner voice
- Stand up and use all your potential and your given talents
- Stand up and live a life complete of fulfillment and success

*Stand up and  
Speak* and the world will  
be your oyster!

# PUBLICATIONS

## THE FUTURE CODE

HOW DIGITALIZATION AND ARTIFICIAL INTELLIGENCE ARE CHANGING THE WAY WE WORK AND HOW WE CAN RESPOND TO THEM



published by Goldegg Verlag  
soon available in english

### CONTENTS

The next 20 years will change the world more than all 300 years before. Numerous occupations will disappear in the very near future. Formal education will no longer be

enough to survive in the professional world. But you alone hold this power to decide which role digitization and artificial intelligence play in your life. Discover what you need to successfully and safely navigate the future!

>> 220 Sites | ISBN 978-3-99060-078-8 | € 22,00 (D)

## AWAKEN THE DOER WITHIN YOU!



soon available in english

### CONTENTS

Even if we intend to do the most beautiful and magnificent things and plan our turnover to the smallest detail, if we are not taking action and „DO“ something or

keep on making the same mistakes, we will never reach our destination. Discover why we always automatically run in the wrong direction and get to know the thirteen DOER-success-rules.

## IF LIFE KICKS YOU IN THE BUTT, HIT BACK



published by Goldegg Verlag  
soon available in english

### CONTENTS

Is life not treating you kindly? Is everyone else better off? You can't change any of it? Chin up! You have the possibility to turn your life into whatever you desire! Katja Porsch knows what she is talking about in this book. After having achieved a dramatic, professional upturn, she suddenly faced two failed businesses, and her career was in ruins.

But she never gave up. She turned her failure into a success. And you can do the same!

The author shows you with concrete impulses and possibilities on how to re-start your positive mental attitude. She reveals tricks on how to motivate and re-invent yourself! Is life kicking you in the butt? Fine! Hit back! And go and get what you want!

>> 250 Sites | ISBN 978-3903090811 | € 19,95 (D)

## SALES PROFILING

HOW TO READ AND LEAD YOUR CLIENTS



published by Gabal-Verlag  
soon available in english

### CONTENTS

Sales profiler Katja Porsch teaches you how to always fish or cut the right bait. With the sales profiling method, you will sell differently than anyone else, which gives you a clear competitive advantage. The book gives you practical tools that work in both the B2B and B2C areas with numerous examples that are easy to put into practice.

>> 224 Sites | ISBN 978-3869366371 | € 19,90

## 30 MINUTES CLOSING THE SALE



published by Gabal-Verlag  
soon available in english

### CONTENTS

To be successful in distribution and sales, beginning the negotiation is not enough, but you must close the deal. For this, you need more than simple closing-

techniques. You must be consistent, dare to make mistakes, and must have the courage to get back up again.

This guidebook provides tools and immediately implementable strategies on how to successfully close every sale.

>> 96 Sites | ISBN 978-3-86936-604-3 | € 8,90

# KATJA PORSCH SOUGHT-AFTER EXPERT IN THE MEDIA



Politik Finanzen Wissen Gesundheit Kultur Panorama Sport Digital

FOCUS-Online-Gastautorin Katja Porsch

Freitag, 27.01.2017, 10:06

### Wer ins Dschungelcamp geht, ist ganz unten angekommen - so zumindest lautet die allgemeine Meinung. Aber haben Sie sich mal gefragt, warum Sie so gerne einschalten, um andere scheitern zu sehen? Gastautorin Katja Porsch erklärt, was das TV-Format mit unserem eigenen Leben zu tun hat.

Losser, Schwächling, Versager ... Wer hört das schon gerne? Und wer gesteht sich selbst schon gerne ein, dass er versagt hat? Schon in der Schule bekommen wir beigebracht: Wer Fehler macht, wird bestraft, und



WirtschaftsWoche

Unternehmen Finanzen Politik Erfolg Technologie

Unne mutt genit es nicht

Ein Beispiel: Stellen Sie sich vor, es war schon immer Ihr Traum, auszuwandern. Wegen des geerbten Häuschens der Oma haben Sie es aber nie gemacht. Pötzlich brennt das Häuschen ab. Sie können jetzt resignieren, weil Sie vor dem Nichts stehen, weil das Schicksal ungerecht ist. Oder Sie machen Ihren Traum wahr und wandern aus. Dafür braucht es allerdings Mut. Mut, die eigene Komfortzone zu verlassen und Mut, die Konsequenzen für das eigene Handeln zu tragen. Porsch Fazit aus ihren insgesamt zwei Schriftbüchern: „Ich habe gelernt, dass wir zu jederzeit aus dem Hamsterrad aussteigen können, völlig egal, wie lange wir schon drin sind. Und ich habe gelernt, dass wir unserem Leben zu jeder Zeit eine neue Richtung geben können, denn es ist nie zu spät.“

Über das Buch: Katja Porsch: Wenn dir das Leben in den Hintern tritt, tritt zurück - Wie du kriegst, was du willst ISBN 9783903008111 im Dezember 2016 im Goliblog Verlag erschienen. Das Buch hat 260 Seiten und kostet 19,95 Euro.



Windener Tagesblatt

LOKALES SPORT WELTNEWS ARCHIV

### + Mitreißender Vortrag beim Neujahrsempfang der Diakonischen Werkstätten

Claudia Hyna am 01.03.2017



### SCHEITERN ALS CHANCE

Wir gehen, scheitern und bleiben. Manche von uns scheitern sogar oder kommen gar nicht an den Start. Aber das Scheitern ist nicht das Ende der Welt. Oft sind Scheitern und Misserfolge die besten Lehrer.

