



# Glen Gould

*America's Business Connections Expert*



Allstate  
You're in good hands.



Habitat  
for Humanity



ASSOCIATION OF  
CHAMBER OF COMMERCE  
EXECUTIVES

## CONNECTING LEADERS TO GREATER SUCCESS

### C.O.R.E. Based Signature Programs

#### Connection Based Leadership

Discover simple, implementable tactics that make connecting and leading easier and more productive.

#### Option Based Leadership

Learn a step-by-step method to make you or your company the leader and only logical choice as a vendor and nearly impossible to replace

#### Results Based Leadership

Create a customer relationship atmosphere that ensures clients stick, refer, and endorse you and your services. Lead your stakeholders to deliver remarkable service.

#### Enthusiasm Based Leadership

Here's how you can find enthusiasm in virtually every situation and how to lead your direct reports to enthusiastically embrace change and challenges.

Learn what **Glen Gould**, an experienced entrepreneur who has successfully launched multimillion-dollar enterprises, shares with leaders of Fortune 500 companies and small to mid-sized business owners to **CONNECT** them to greater success.

Discover why successful organizations like **Allstate Insurance, Subway, Habitat for Humanity**, and **100's of chambers of commerce** repeatedly book him, recognizing the incredible value he brings.



**Book Glen Gould now!**

**404.216.8881**

**Expert@GlenGould.net**

**103 Guthrie Way, Peachtree City, GA 30269**



"I had 6 people come up and thank me for bringing you in. I'm glad a bit of the glow of your success shone on me! You did a terrific job. You had the entire audience in the palm of your hand. Well done."

-Doug Smart



**Interactive & Engaging**

# Meet Glen Gould

**Glen Gould** is a dynamic and engaging professional speaker and nationally recognized leadership connection expert. He's earned his place as one of the most inspiring and thought-provoking platform presenters through his 40+ years of working for and with business and association leaders.

He is the author of four books on leading and connecting for success including, ***Meet Me At Starbucks, Million Dollar Meetings, Is Your Networking Working?*** and ***101 Networking Nuggets.***

He is a student of success who is engaged in the business community daily and works with local and national organizations and association boards.

**Glen** began his career at the age of 11 working for a catering company more than 50 years ago. This gave him instant exposure to business and local leaders and piqued his interest in what made them the way they are.

Using what he learned about how successful people connect, Glen became the president of the Punta Gorda (FL) Chamber of Commerce where he led revitalization efforts in the wake of Hurricane Charley recovery and clean up. He was recruited as Director of Small to Midsized Business at the Metro Atlanta Chamber and concluded his chamber career at the Newnan-Coweta Chamber (2015 National Chamber of the Year).

He's started five multimillion-dollar enterprises from the ground up and has connected with and coached hundreds of small to mid-sized business leaders to do the same.

Glen has earned a reputation of distilling complex ideas and issues into actionable steps that are easy to immediately understand and implement. He believes in the power of connections and has built his career using what he teaches and believes.

Successful organizations and companies including **Allstate Insurance, Habitat for Humanity, American Chamber of Commerce Executives, National Rural Economic Developers Association** and over **100 chambers of commerce** each year invest in his teachings, booking him again and again.

Glen is a sought-after guest on business podcasts including the Beer and Business Podcast (#3 in business) and The Courage to Lead. He has written for numerous trade and association magazines including CareerBuilder and has appeared on numerous local and regional television and radio programs.



**Glen Gould**

author | speaker | trainer





## What industry leaders say about Glen Gould

"The team always enjoys having you. Thanks for your customer service steps. I've already heard from the field they're implementing what you taught them and getting results. Can't thank you enough."

~Christi Estis



Subway Development of Atlanta



"Thank you for speaking twice at the NREDA Annual Conference. We got the conference evaluation results yesterday and your presentations were highly appreciated and very relevant."

~Pat Merritt

Georgia EMC



Georgia EMC  
Representing Georgia's Electric Cooperatives

## Glen Gould

### C.O.R.E Based Learning Solutions

- Is your organization **struggling** to stay on track?
- Would you like to improve **cross-division teamwork** among your top-level executives and direct reports?
- Is growing leaders a **MAJOR** focus of your overall growth plan?
- Are you frustrated with **silos and poor communication**?
- Is your team **failing to convey** your company's value?
- Are your company leaders **performing below their capabilities**?

If you want better answers to these tough questions then you want to implement

C.O.R.E. Based Learning Solutions

At YOUR company so your team connects for success.

#### Who is this designed for?

The objective of "C.O.R.E. Based Learning Solutions" is to assist businesses of any size in enhancing their leadership development efforts and addressing performance problems onsite in a timely manner. By establishing clear short-term goals and emphasizing long-term success, the program enhances the effectiveness of your team's focus.

Through this approach, you can increase the confidence of your entire team and cultivate strong, well-trained leaders. A productive workplace is characterized by a powerful leadership mindset that values success.

#### How do we get C.O.R.E. Based Learning Solutions started?

Glen Gould provides a range of valuable services that can help your team implement new behaviors and improve their performance.

Delivery options include:

- Keynote Speaking
- Onsite Work Sessions
- Connection Based Seminars
- Group/Team Coaching
- Before and After Consulting

#### What results can we expect?

C.O.R.E. Based Learning Solutions can help you:

- Maximize the results of your executive team and staff
- Create Connections across divisions/teams
- Discover how to connect to untapped resources
- Create an environment that encourages growth
- Encourage team member advancement and retention
- Enthusiastically engage your entire leadership team

Glen Gould

author | speaker | trainer



## What industry leaders say about Glen Gould

Rave Reviews!

"Thanks for your presentation to our company last week. I believe everyone in the company took something positive away from it. You even got some of the guys in development fired up!"

~John Broadus  
SignUp4



"You are the best! Thanks for coming to Eatonton and speaking about customer service to our members. The reviews are in and you've been rated the best speaker we've had. Thanks again!"

~Becky Needham  
Eatonton-Putnam County Chamber



## Glen Gould

### C.O.R.E Based Learning Solutions

Glen Gould specializes in creating customized **C.O.R.E. Based Learning Solutions** that align with your company's mission, vision, and business development objectives. His programs offer practical application techniques, common-sense approaches, and effective "How-To" strategies that deliver maximum impact.

**C.O.R.E. Based Learning Solutions** will **INVIGORATE** your employee development program by providing effective communication skills that can help transform anyone into an exceptional team leader. The program will boost confidence levels and enhance overall performance skills, contributing to the success of your team and organization.

**But we already have a training program....**

**C.O.R.E. Based Learning Solutions** will **CONNECT** your entire staff to feel energized and enthusiastic about new learning techniques. Your team members will realize their full potential as we provide valuable **CONNECTIONS** into how to attain the goals they desire but may struggle to achieve. We help bridge the gap between aspirations and follow through, unlocking their full potential and enhancing their performance.

Here's where **C.O.R.E. Based Learning Solutions** fits into what you're already doing:



### How is working with Glen Gould different?

Glen Gould provides a personal touch that sets his Connection Based Learning Solutions apart from traditional leadership training programs or expensive consultancies. With hands-on experience, he can guide you through the challenges of workplace chaos and help you accelerate your improvement process.

This comprehensive program includes a range of strategies that are designed to address your unique needs and goals. From keynote speaking, onsite work sessions, and seminars that can be customized to meet the specific needs of your team, your staff will be empowered with the tools they need to succeed in today's demanding marketplace.

With high-energy implementation components, Connection Based Learning Solutions will re-energize your team and help them visualize and achieve their goals. Our program can jumpstart your company's action plan, leading to greater success and a more productive workplace.

Glen Gould

author | speaker | trainer





## Connection Based Leadership

Top leaders and business icons all share one thing: They are well connected to the people and resources they need to succeed.

Right now, everything you want or need is either in the possession of or controlled by someone else. Leaders use this simple yet powerful process to achieve more. Now you will too.

In this program you will learn and use the secrets and hacks that will accelerate open new doors, create new strategic partnerships, and accelerate your growth.

### KEYNOTE TITLE: "Who Do You Need To Meet?"

- Discover the ONE thing you must know to lead and succeed
- Learn the connection and communication secrets of top leaders and market changers
- Reveal the secret weapons of massive success and the one place where most fail (It will be your key to success!)



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## What industry leaders have to say about Glen Gould



"Last night's meeting was very successful and fun. The board also commented on how fun it was and I heard the phrase "was a blast" more than one time."

"I wanted to emphasize how enjoyable and educational the meeting was last night."

~Karen Alcock  
International Society of Event Specialists



"Thank you for the marvelous job you did presenting your program. The folks who attended derived such great value from the session and gave it the highest marks. We are very appreciative of your time and expertise."

-Susie Bowe  
Community Foundation of Sarasota County



## Option Based Leadership

How different would your business be today if you were  
**"The Only Option at Any Price"?**

This step-by-step process improvement program is designed to ensure you and your stakeholders understand the importance and process of building enduring relationships.

In this session you will learn how to create relationships with employees, teammates, and clients that are so strong, it will be difficult if not impossible to leave.

### **KEYNOTE TITLE: "Becoming The Only Option at Any Price"**

- Learn and use the secret weapons successful companies and leaders use to ensure they're the **Only Option**
- Create a presence so powerful, employees and clients are compelled to work for and with you
- Learn to master the science behind relationship building and the keys to ensure you become the **Only Option**.



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"It is amazing at how simple something can seem, yet I forget that it takes a little practice. After being a stay-at-home for 5 years, I feel like I have missed a step and need to get back into the real world. Listening to the steps you presented have given me more confidence in moving forward."

~Timothy Whelan  
Georgia Institute of Technology



"Your interaction with the team by having them participate in an exercise with the person sitting beside them was very powerful."

"The tips for networking had them on the edge of their seats wanting more."

"The comments and feedback were excellent."

-Barbara Winkler  
Florida's Blood Centers





## Results Based Leadership

If there is one thing that separates category leaders from the middle of the pack, it is **Remarkable Customer Service**.

There is a twelve-step process used by successful businesses that creates the climate for dramatic improvement in **service** to stakeholders and clients.

This eye-opening session will ensure you have the tools and processes necessary to develop a **culture of service** that attracts clients and employees like a magnet.

**KEYNOTE TITLE: "Remarkable Customer Service"**

- Learn and use the simple yet profound keys category leaders use to attract clients and employees
- Develop a **service culture** so compelling, employees and clients automatically stick and refer
- Create an atmosphere that focuses on **serving** clients and employees naturally and effortlessly



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What industry leaders have to say about Glen Gould



Georgia Association of  
Chamber of Commerce  
Executives

"Thank you again for joining us last week at our Staff Clinic – we just loved your program! So much so that Bill Mitchell – Chair of our Annual Conference – would like to invite you to speak at our Keynote Session during our Annual Conference."

~Tiffany Fulmer Ott  
Georgia Association of Chamber Executives



"Our members are still complementing our staff on selecting Glen as our speaker, and I would highly recommend him to any organization looking for an inspiring and engaging speaker. "

"Not only did Glen give a great presentation about customer service, but he also was a pleasure to work with."

-Monica Smith  
Macon-Bibb County  
Convention and Visitors Bureau



## Enthusiasm Based Leadership

Depressed, sad, angry and detached. Unfortunately these are the words that are most often used when employees discuss "work" in the 21st century. But it doesn't have to be.

There is a universal key to unlocking ENTHUSIASM and a process to achieve it by design, energizing your stakeholders to achieve more while enjoying doing so.

In this session you will learn the simple yet profound solution to finding ENTHUSIASM in virtually any situation. Teach your leaders this and you'll always have an engaged, ENTHUSIASTIC team.

### **KEYNOTE TITLE: "Fired! With Enthusiasm"**

- Learn and use the universal key that unlocks **ENTHUSIASM** in any situation
- Discover the simple system that always leads to **ENTHUSIASTIC** results
- Implement the scientific process that leaders use to engage and develop **ENTHUSIASTIC** team members who embrace change and challenges



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~Christi Estis  
Subway Development of  
Atlanta



"Thank you so much for a great performance!!!! We received wonderful feedback, and I look forward to booking you again in the near future."

-Sharon Burton  
Greater Women's Business  
Council



# MACON, GEORGIA

## *Song & Soul of the South*

October 30, 2012

Glen Gould gave an outstanding presentation at the Macon-Bibb County Convention & Visitors Bureau 32<sup>nd</sup> Annual Meeting. His presentation was relevant, well developed, and far exceeded the expectations of our members. Glen spoke to the heart of many issues our members and community leaders face when providing customer service, and gave real-life examples that reinvigorated our attendees. Our members are still complementing our staff on selecting Glen as our speaker, and I would highly recommend him to any organization looking for an inspiring and engaging presenter.

Not only did Glen give a great presentation about customer service, but he also was a pleasure to work with while coordinating the presentation. Glen was very accommodating, and responded quickly to any request. If you are looking for a professional speaker to inspire and engage your audience, Glen will provide a memorable experience.

Sincerely,



Monica Smith, CMP, CASE, CDME  
President & CEO

**MACON-BIBB COUNTY CONVENTION & VISITORS BUREAU**

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