



## Garrison Wynn

Garrison helps people learn how to make the jump from being great at what they do to understanding and developing the qualities it takes to be chosen for the job. He gets them to understand why their products, services, or leadership styles—or those of their competitors—are selected. As he says, “If the world agreed on what’s best, everybody would choose the best and nothing else would be considered. Decision making doesn’t work that way.”

As a speaker, advisor, author, and entertainer, Garrison has worked with some of the world’s most effective corporate leaders and business developers, from multibillion-dollar manufacturers to top New York Stock Exchange wirehouses. He has a background in manufacturing, entertainment, telecommunications, and financial services. In his teens, Wynn worked with Magnavox and baseball legend Hank Aaron to promote the world’s first video gaming system, and by age 27, he became the youngest department head in a Fortune 500 company’s history. He researched and designed processes for 38 company locations nationwide and developed and marketed products still being sold in 30 countries. An experienced actor in films and a former professional stand-up comedian, Garrison has hosted television specials and national radio programs. His new top-selling book, published by McGraw-Hill and available in bookstores worldwide, blends a decade of research and Garrison’s candid, laugh-out-loud delivery to finally spill *The Real Truth About Success*. His additional writing credits include business journal articles, weekly contributions to *The Washington Post* and has co-authored with Stephen R. Covey, Ken Blanchard, and Jack Canfield.

## Speech Topics

### **Making the Most of Difficult Situations**

*Changing Markets, Changing Times*

This funny, insightful keynote combines relationship building with no-fluff motivation and change to deliver real solutions in uncertain times. Motivational speaker and business relationship expert, Garrison Wynn, examines the challenges we face and shows how we can laugh at our problems while using them as catalysts for success. This session covers a lot of ground and provides no-cost, easily implemented, proven solutions that your people can use right away.

### **The Truth About Success**

*Being the Best vs. Being Consistently Chosen*

Success is more than being good at what you do; it's about being consistently chosen to do it. Garrison helps people to understand why their products, services, or leadership styles—or those of their competitors—are selected. People don't necessarily choose what's best; they choose what they are most comfortable with, whether it's the best or not. We've all heard the importance of "best practices" and superior knowledge, so why aren't the smartest people with the most information always in charge or number one in their field? This keynote provides original research on managing expectations and emotions and shows that there really is more to success than being the best.

## **Getting Great Results**

### *Turning Talent Into Performance*

In this keynote, results from the largest management survey ever conducted are combined with real-life management and leadership solutions to get the most from your people, regardless of their skill level. Participants learn to manage their ego-driven top producers, how to listen like leaders and make their people feel heard, how to hire for talent and turn it into top performance, how to create a culture of excellence with their most promising people, and how to help their low performers to fight their way to the middle.

## **Generations Working Better Together**

This extremely informative, entertaining, solutions-based session explores why younger and older people don't see eye to eye and what to do about it in the workplace. From pointers on motivating, managing and retaining younger employees to ways of preventing older managers from losing their minds, this research-based program shows it's possible for baby boomers and Gen X and Y employees to work well together.