

KEYNOTE SPEAKER | BUSINESS AUTHOR | SUCCESS STRATEGIST

# GALEN BINGHAM

THE LEADERSHIP STRATEGIST

Each of us has the power to be **OUTSTANDING**. To make an **IMPACT**. A lasting **DIFFERENCE**. A powerful and positive **CONNECTION** with those around us. Keynote Speaker and Success Strategist Galen Bingham shares how.

**Paint a clear picture** of what you want.  
**Inspire others** to join the vision.  
**Remove barriers** that inhibit success.

THERE'S NEVER BEEN **A MORE IMPORTANT TIME TO...**

Compete on incredible levels. To work together as teams cohesively and creatively.  
To drive sales sky high. Or lead with complete passion and purpose.



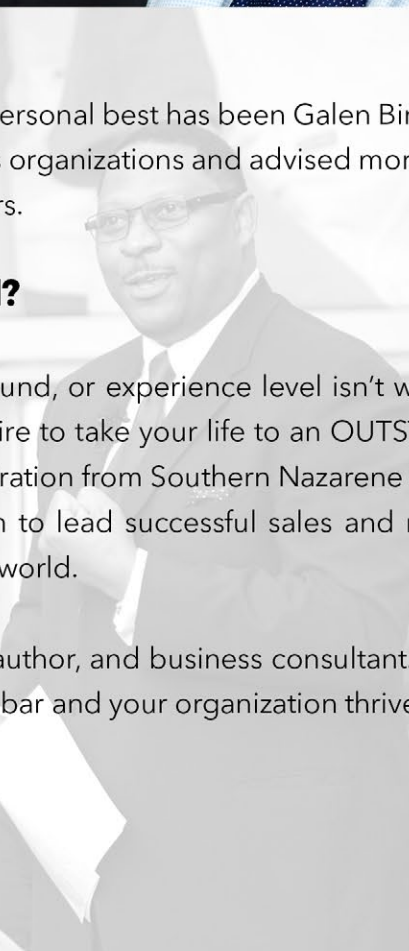
**READY TO TAKE YOUR RESULTS TO THE NEXT LEVEL? CONTACT GALEN TODAY!**

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# DRIVEN. EMPOWERING. **PASSIONATE.** PURPOSEFUL.

That's what you get when  
**Galen Bingham takes the stage.**



Helping sales and business leaders to become their personal best has been Galen Bingham's passion and goal for over 30 years, as he has led sales organizations and advised more than 650 corporate executives, CEOs and non-profit leaders.

## WHAT **EXPERIENCE** HAS TAUGHT HIM?

Title, position, geography, organization size, background, or experience level isn't what holds people back. It's the "want-to"—the deep-seeded desire to take your life to an OUTSTANDING level. After earning a BS degree in Business Administration from Southern Nazarene University and a MBA degree from Rice University, he went on to lead successful sales and marketing teams for some of the most recognized brands in the world.

Galen is a keynote speaker, success strategist, book author, and business consultant. He's also the perfect speaker to call to help your team raise the bar and your organization thrive.

*Galen Bingham*



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# WHY ME?

Have you noticed there's never a shortage of people willing to tell you what you can't do and why you can't do it. Very few people will tell you what you can do or help you figure out how to do it. That's my passion as a Leadership and Success Strategist. I help motivated leaders clarify their goals and determine the most productive path to achieving them.

Not only have I been there, I've researched the requirements of success. I've led in Fortune 100 corporations, helping build some of the biggest brands on the planet. I've run divisions in medium size companies. I've built teams for small business start-ups. I've spent close to 30 years advising and developing executives in for profit and not for profit settings. Leadership and success in every field comes down to the four principles. Vision, Strategy, Knowledge and something I call "Want To".

When you're a leader of an organization of any size or if your just leading yourself, we all need a seasoned voice to illuminate a path, reveal blindspots or celebrate wins. One of the senior executives I talk about in my book said the "difference between my job today and the entry-level job at the beginning of my career is today I have fewer people to discuss my problems with." My experiences and expertise allow me to connect with audiences of all sizes using real-life examples in a career-safe environment. Im not afraid of any conversation nor am I afraid of any problem.

A lot of people make a big deal about leading cross-generational organizations. I've hired, trained and led millennials. And, I've led a team where I was the youngest in the organization. It always comes down to appreciating differences (age, gender, ethnicity, stage of life needs) and recognizing what's the same. We all want to know that our needs will be considered when key decisions impact us. We all want to know that we have an opportunity to achieve our personal or professional goals. We all want to be valued as being part of something larger than ourselves and hope that our hopes and dreams are safe.

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GALEN'S MOST REQUESTED TOPICS:

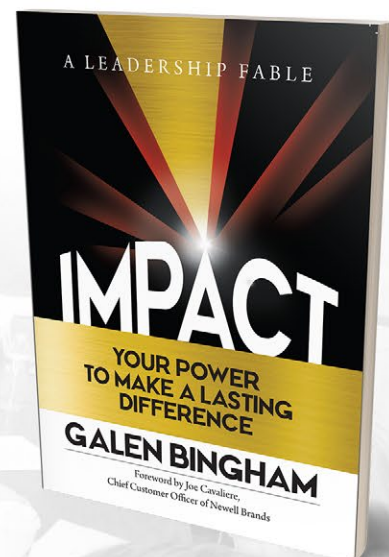
## OUTSTANDING LEADERSHIP

Strategies That Move the Needle *for Teams and Organizations*

You want to move the needle on revenue, profits...RESULTS? Not only for this quarter but for years to come? How can you create the shift for your team or organization to step away from what is or what was and move into that place where **OUTSTANDING** is the new standard? Where collaboration, connectivity, and cohesion are on the level where you can almost hear the hum of the smoothly operating machine that is your team? With passion and a relatability - Leadership Strategist and Keynote Speaker Galen Bingham shares that you start with the WANT-TO. You add in the tools. You showcase the skills. You help team members connect the dots on the relationship between communication and customer retention. Between service and job satisfaction. Between standing out and sitting on the sidelines. Ready to hit the gas and discover a whole new "possible" for your organization? Book Galen today.

### YOUR AUDIENCE WILL LEARN HOW TO:

- Understand the role and difference between Management and Leadership and how each contribute uniquely to your organization's bottom line results.
- Use the 5 secret must-answer questions to create leadership clarity for the leader and his or her followers so results come easier, faster and with fewer distractions.
- Eliminate performance excuses and create extreme loyalty by addressing the secret needs and desires of your key people.
- Build and nurture a legacy that matters to you personally and professionally. Turning the fruit of your hard-work and long hours into the stuff legends are made of.



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## GALEN'S MOST REQUESTED TOPICS:

### OUTSTANDING SALES

Skills and Solutions *That Skyrocket Productivity*

Sales has never looked so different. The OLD ways of training, coaching, mentoring, and fueling the productivity and profitability of a salesperson or team are long gone. It's not about dangling carrots or crushing quotas if what you want is to sail past your competitors. It takes real-world skill development. Systems and solutions that don't just help close the deal - they close the gap on the million things that can fall through the cracks. It's about finding the underlying WANT-TO in the heart and belly of your team members and showing THEM how to ignite the fire that will jet-propel them to whatever new level they can imagine. If you're ready to create the booster-rocket to drive your sales through the roof and help your sales professionals love what they do again - book Sales Strategist and Keynote Speaker Galen Bingham for your next event.

### YOUR AUDIENCE WILL LEARN HOW TO:

- Convert casual shoppers into revenue generating customers.
- Leverage 5 tried and true principles to maximize your selling success.
- Master a simple selling process that establishes you as a helpful partner and keeps you out of the "SSZ - Sleazy Salesperson Zone".
- Utilize 10 powerful sales techniques to compel your clients to call only you when they need to make important decisions.



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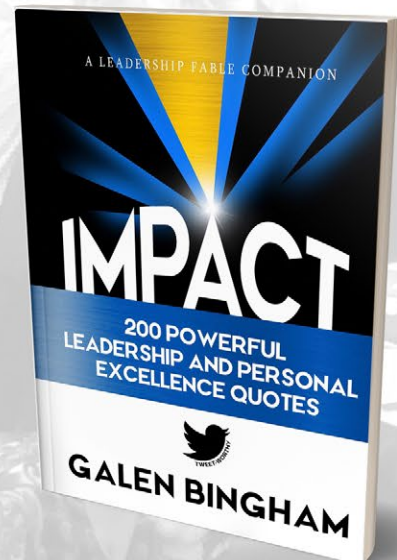
### OUTSTANDING COMMUNICATION

**Creating the Connection That Fuels Momentum**

Speaking and communication? Not the same thing. Not even close. Communication of the outstanding variety creates connection. True, collaborative, mutually-beneficial connection. Between leadership and team members. Between service professionals and consumers. Between salespeople and customers. Between departments and management levels. It crosses borders and boundaries and becomes the thread that allows diversity and company culture to thrive. Delivering the empowering, inspired tools and strategies that allow everyone in your organization from the front desk to the top title to communicate on THAT kind of level is the momentum-maker that will differentiate your team from your competitors. Invite Communication Keynote Speaker Galen Bingham to share these vital skills with your team today.

### YOUR AUDIENCE WILL LEARN HOW TO:

- Understand and leverage the internal conversations that go on inside everyone's head.
- Bypass the 5 barriers to effective listening and understand how to overcome them.
- Uncover the power of micro expressions and how they determine if people trust you.
- Walk away with a simple 4-step communication process that ensures message clarity and action.



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GALEN'S MOST REQUESTED TOPICS:

## OUTSTANDING PERSONAL EXCELLENCE

**Challenging Limited Perceptions and Habits**

What holds us back in life is most often NOT what we think. It is in the limited belief systems and the lack of finding the real WANT-TO that inspires and motivates us personally that keeps us from soaring with the superstars in our industries. That's where Keynote Speaker and Mindset Strategist Galen Bingham helps audience members shake things up. With heart and experience, he showcases the skills and mindsets that help move us out of our own way and onto the paths that fuel outstanding success. He shares the tools for shifting past perceptions to cultivate the WANT-TO that drives us individually to take ourselves to the top. If you're ready to help your next audience develop the personal excellence and influence that changes the game for them personally and professionally - book Galen today.

### YOUR AUDIENCE WILL LEARN HOW TO:

- Understand their "Want-to", and why is it so important to success.
- Establish and live by a personal standard of performance.
- Identify advisors, supporters and emotional drainers before it's too late.
- Leverage the most important actions that will help you achieve any goal - guaranteed.



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# WHAT PEOPLE ARE SAYING...

*"Galen was instrumental in the development of the selling capabilities of my team. He was always extraordinary at challenging all of us to fine tune our skills."*

**MIKE CINQUE** | President, Kroger Team, The Coca-Cola Company

*"Galen is an amazing speaker, facilitator, and thought partner! His ability to build teamwork and a spirit of cooperation is remarkable. A proven leader, Galen has the uncanny ability to bring a team together around a single purpose, a common vision, and can get everyone to get on board for a unified strategy with energy and complete buy-in. I would recommend him to any organization."*

**DAN BUCK** | Managing Partner, Founder at Big Sports Properties, LLC

*"Galen is extremely effective in leading others to achieve extraordinary results, both personally and professionally. He possesses the rare qualities and skills to help others think strategically and drive execution to achieve tangible results. Truly a great player to build a team."*

**JOE PFEIFFER** | Director, Corporate Sales Account Services/Alumni Relations at St. Louis Cardinals

*"A collaborator and consensus-builder, Galen delivers top & bottom line business results due to a keen understanding of how to hire, develop, motivate and retain top talent. He is tough on the business and good to the people who work together with him to achieve agreed upon goals. He is the real deal, someone who walks the talk."*

**ANNA CROSSLIN** | President & CEO at International Institute of St. Louis

*"Galen Bingham accurately describes the temptations for leadership expediency and how to get back on course. As a coach, speaker, and author, Galen shares tools for anyone with a desire to reclaim aspirations or begin the journey for being a meaningful leader."*

**SANDY KOLLER** | Vice President, Philanthropy, SSM Cardinal Glennon Children's Healthcare Foundation

*Galen Bingham delivers an engaging guide that identifies core elements for leadership that lasts. When coupled with Galen's personal examples, his story drives home the importance of authenticity in our daily interactions with the end result of having engaged individuals who believe in and remain loyal to your mission."*

**AMITY Y. KLEINBERGER** | Chief Executive Officer, Menchie's Frozen Yogurt



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## GALEN'S PARTIAL CLIENT LIST

