

Gary Presents – Speaking Engagements

Upcoming Events:

July 24 2008: Gary is scheduled to be the keynote speaker at the Georgetown Chamber of Commerce annual meeting. He will be discussing “*Trends in Networking at Chamber Events*” and “*How to Change the Culture in a Chamber of Commerce through Selfish Atruism.*”

August 15, 2008: 8:00 a.m. Gary continues working with the “Network with Power” series at the Chamber headquarters. The topic “*How to Grow Your Core Network to improve its Power.*” This workshop will help you discover who is in your current network, how to improve your core network, and why nurturing your business relationships will generate nonlinear advances in your career. You’ll also discover why you are not included in other people’s networks and how to look to the future and determine who will be in your network for 2010.

October 3, 2008: The Union County Chamber of Commerce has reserved Gary as their speaker and emcee.

October 9, 2008: Surry County Board of Commissioners reserved Gary to do his Networking in the South talk for their Annual Meeting.

November 7, 2008: 8:00 a.m. Gary hosts Mega-Networking for the Raleigh Chamber of Commerce. He will share networking tips with the audience

To Be Announced: Gary is speaking at an upcoming Holly Springs Chamber.

2008

January 26th 2008: Gary was selected as Keynote speaker for the Cary Jaycees Annual Awards dinner. He spoke on the importance of networking for growing your business. His talk focused on managing your identity and how to extend your identity further in the community. His comments were tailored to an awards dinner.

January 29, 2008: The Greater Raleigh Merchants Association (GRMA) presented its first forum of 2008 Gary as the guest speaker. He spoke on “*Networking in the South.*” The event was held at Nelson’s Restaurant in Cameron Village.

February 7, 2008: Carolinas Association of Chamber of Commerce Executives was delighted to have Gary speak at their 2008 Leadership Development Conference regional retreat at Carolina Beach. His topic, “*Grow a Networking Culture in Your Chamber,*” was relevant and humorous. Emphasis was placed on how a chamber can begin to push down a new paradigm in regards to networking.

February 8, 2008: Metro Technologies invited Gary to speak at their Employee Appreciation Event, where he presented his inspirational and motivational speech, “*Everything’s Gonna Be Alright.*” This outlined how to move powerfully through life’s

letdowns.

February 29, 2008: Circle K, the college arm of Kiwanis Club, had Gary as their keynote speaker for the District Conference (DCON2008). He followed State Rep Ty Harrell as last years keynote speaker. His talk on networking for college students was an inspiration. He also hosted a breakout where he worked more intimately with these future leaders of our country.

March 5, 2008: Women's Council of Realtors hosted a speech by Gary. He spoke on "*Selfish Altruism: Growing a Network through Gifts of Value.*"

March 19, 2008: At the Young Professionals Network of the Raleigh Chamber of Commerce – Gary was the opening speaker for the program – "*The Future of Your Success - Developing a Successful Career takes Persistence, It also takes Strategic Moves to get You Where You want to Go.*" Gary spoke on how to build your core network and the subtle differences of networking in the south.

April 10, 2008: Gary headlined a networking seminar for a group of realtors, sponsored by the Amy Bonis Group. Networking in person and the value of relationships as a realtor were the topics.

April 7, 2008: Gary shared ideas for members of the Job Seekers Network at Colonial Baptist Church at 10am. His comments included "*How to Leverage Connections When You Need Them, by Taking Care of Them When You Don't.*"

April 22, 2008: The Business Center in conjunction with the Leland Chamber of Commerce presented Gary speaking on his book *Networking in the South*. Gary is in the process of contracting with other Business Centers around North Carolina

April 23, 2008: The District meeting for FBLA welcomed Gary as a Keynote speaker for their conference. He spoke to middle school and high school students about the importance of networking even at a young age. The talk was age appropriate for the both groups in their respective sessions.

May 16, 2008: 8:00 a.m. Gary will host Mega-Networking for the Raleigh Chamber of Commerce. He will be speaking on the common problems of networking at chamber functions, as well as describing "Selfish Altruism", a key component of chamber success.

May 21, 2008: 8:00 a.m. Gary will be speaking to the Home Builders Association at their monthly breakfast at Brier Creek Country Club. His topic will be "*How to Network*" and "*How Networking is Different in the South.*"

May 30, 2008: 12:00 p.m. Gary will speak for the Dancing Elephants Final Friday Forum. This event will center on his book and the idea of selfish altruism or how to get better results in networking by focusing on ways to be helpful.

June 6, 2008: Another “Networking with Power” opportunity is scheduled with the topic “*How to Connect to Large Businesses.*” This workshop will help you identify the needs of corporate prospects, understand the corporate buyer’s considerations, and manage certifications and supplier databases. You’ll also learn how to get your offerings to show up on the corporate radar, launch your corporate relationship sales campaign, and ensure the right fit for your size, capabilities and offerings.

2007

November 11, 2007: Gary was a featured guest at Business Leaders Lunch at the Capital City Club. He discussed his book and how to make the best time of your efforts in a networking club or organization

November 17, 2007: Gary hosted Mega-Marketing at Raleigh Chamber of Commerce. He shared tips from his book *Networking in the South*, along with instructions of meeting other business people in groups.

November 20, 2007: Gary spoke at Raleigh-Wake SHERM Luncheon. His topic was “*The Importance of Networking to Non-Sales Professionals.*”

October 9, 2007: Gary spoke to the Fuquay Varina Chamber of Commerce. Back in his hometown for the first time to speak was an exciting event.

September 28, 2007: Gary spoke on “*Networking in the South*” at Final Friday Forum in Cary, NC. Dancing Elephants Achievement Group welcomed Gary as the presenter for its “Final Friday Forum” networking. The presentation included “*Networking in the South and What makes it Different.*”

September 28, 2007: Wake Area Business Advisory Council (BAC) invited Gary to speak on networking for employment. His talk covered “*How to look for a Job Before You Need One,*” as well as “*The most Powerful Offer One can make in a Network - Employment.*”

September 26, 2007: Gary, author of *Networking in the South*, spoke at the National Association for Women Business Owners luncheon on “*Cracking the Code on Networking.*” The audience discovered the potential in their current network, how to enhance the power of their core network, and why nurturing business relationships will help your business leapfrog the competition. They also learned why they may not be included in other people's networks and were challenged to look ahead to determine who should be in your network by the year 2010.

September 14, 2007: Gary was the guest speaker at Pioneer Strategies' Friday Morning Leadership Forum and will speak on “*Networking in the South.*”

September 4, 2007: Gary presented a talk from the book *E-Myth Revised* by Michael Gerber for the Buzz Books program of the Raleigh Chamber of Commerce

September 19, 2007: Gary presented networking strategies for AXA Advisors at their semi-annual sales rally. He worked with their advisors on further networking exploration during his three day "Networking Boot camp". This seminar series includes lab work in the real world and instruction from Gary on "*How to be in the World in Order to Create a Powerful Identity.*"

August 22, 2007: Gary spoke on networking at an FBLA event.

November 11, 2006: Gary spoke at The Greater Raleigh Chamber of Commerce's 2007 Business Expo on May 11 at 2:30pm. He spoke on "*Networking in the South*" and introduced his book of the same title for sale. The Chambers Business Expo is the largest of its kind in the Carolinas. The event provided businesses of all sizes with an opportunity to reach over 5,000 potential customers in one day.

May 1, 2007: Gary presented a talk on from the book *Purple Cow* by Seth Godin for the Buzz Books program of the Raleigh Chamber of Commerce

April 16, 2007: As the Keynote speaker for a series of engagement for Divi Resorts - which owns properties in Cayman Brac, St. Croix, Aruba, Bonaire, St. Maarten, and Barbados - Gary spoke on "*What to do when Things go South*" which focuses on how to effectively manage difficult customer service situations with efficiency and style.

March 26, 2007: Stiefel Labs, Inc. retained Gary as the keynote speaker for the inaugural company meeting. He spoke on the power of networking, a 60 minute cap off of the full day all hands meeting.

2006

November 7, 2006: Gary presented a talk from the book *Never Eat Alone* by Keith Ferrazzi for the Buzz Books program of the Raleigh Chamber of Commerce

November 2006: The City of Raleigh included Gary in their leadership training event, where he presented "*How to grow your Core Network.*"

May 2006: One year before the release of Gary's book, he conducted a breakout session for the Raleigh Chamber of Commerce at the Great Raleigh Business Expo. He presented on "*How to Grow your Core Network to Gain the Potential it Must Have in Order to Fulfill on Your Purpose.*"

2005

12/1/2005: Gary spoke at the Chamber AM networks meeting. His topic "*What to do When Things go South,*" gave a humorous look at how to get through life's struggles.

Prior to 2005:

1999 Gary was keynote for the Raleigh Jaycees awards dinner.

1997 Gary was keynote speaker for Virtus Corporation Sales Training event.

1996-97 Gary was on the speaker tour with the year long Novell Road Show.

