



CAPITOL CITY SPEAKERS BUREAU

We help you thrill your audience!



Jay Goltz

Travels from: Illinois

Fee Range: \$7,501 - \$10,000

At the age of five, Jay Goltz was already working in his father's and grandfather's "dime store" on Armitage. After graduating from college in 1978, Jay decided to start his own picture framing business, a skill he learned working in his friend's shop in high school.

His was the first new business on Clybourn, which was a declining, abandoned factory district. Artists Frame Service grew quickly and soon became the largest frame shop in the country. After noticing that homeowners and businesses lacked a source for fine artwork, Jay added Chicago Art Source Gallery to his business mix. In 1997 he expanded again when the old neglected building next door became available. He envisioned turning the building into an urban showcase of furniture, plants and flowers, while maintaining the structure's architectural charm and authentic Chicago appeal.

All three businesses are dedicated to finding inspiring products that will help customers create original and beautiful interiors for their homes and businesses. Jay's dedication to maintaining the highest level of service, customer attention and respect is rooted in a time before "customer service" became so frequently talked about but so seldom delivered. Jay is the author of the insightful book *The Street-Smart Entrepreneur: 133 Lessons I Learned the Hard Way*. He and his company, Artists Frame Service, are one of 14 featured companies in Bo Burlingham's book, *Small Giants: Companies That Choose to be Great Instead of Big*.

Jay Goltz has been the guest speaker for conferences sponsored by *Inc.*, and featured in business magazines such as *Crain's* and *Forbes*. Jay is well known for his ability to connect with an audience by providing solid, real-life business education, motivation and plenty of take-home value. Jay engages his audiences with reflections on the day-to-day realities of running a business. Self-employed individuals as well Fortune 500 managers will benefit from this refreshing approach.

Whether you need a keynote speaker, business workshop or seminar speaker, or marketing speaker, Jay Goltz will customize his speech to fit your meeting goals and agenda.

Most Requested Programs...

- The Job Description of the Boss: Nobody Told Me
- Execution Over Brilliance: The Power of Being a Little Bit Better
- Misconceptions and Missed Opportunities: Using Left Brain Strategies to Succeed in a Right Brain World
- Is the Customer Always Right?: Customer Service as a Competitive Weapon
- Driven to a Fault: The Entrepreneur Within