



# CAPITOL CITY SPEAKERS BUREAU

*We help you thrill your audience!*

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## Julia Hubbel

*Travels from:* Colorado

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

Julia Hubbel is an award-winning entrepreneur, international professional speaker, seminar leader and prize-winning journalist who specializes in the art of influence, relationships and charisma. Her work in networking has resulted in a unique model for connecting and is the basis for her forthcoming book, *The Hub Factor*.

In 1997, Julia created a diverse network of top-level professional women in the American Inland Northwest, using her model for establishing relationships. The Hubbel Group became a voice for professional women from all backgrounds and spun off companies, partnerships and lasting friendships. The remarkable story of The Hubbel Group is profiled in the bestselling book *Networking Magic*, by *Guerilla Marketing* authors Rick Frishman and Jill Lublin.

Julia's work focuses on how people can leave a legacy of value through connecting rather than using networking as a selling tool. She helps people learn how to "leave people larger" through tapping into their natural charisma, having a service-focused attitude and committed to making a difference rather than always about making a sale. Her programs on gender and racial differences in networking have made her a popular speaker at major conferences nationwide and in other countries.

She has spent nearly three decades in senior corporate and consulting positions in the areas of training and organizational development in America, Australia and New Zealand. Her clients include Dell Computer, Ernst & Young, Intel, Intel Israel, Intel Russia, Hewlett Packard, Boston Market, Bank of America, Delphi, Cisco Systems, Qwest, Cardinal Health, Schering Plough, MassMutual, Sodexo, Lockheed Martin, Pfizer, Chevron, ExxonMobil and Microsoft.

Volunteer roles in the National Speaker's Association, Colorado Independent Publishers Association and the Women's Vision Foundation keep her busy in the community. Julia holds a Bachelor of Science Degree in Communications and Public Relations from American University in Washington, DC. She earned her certificate from ASDP as a Supplier Diversity Professional in 2008.

Julia is a disabled, decorated Vietnam Era veteran who served as a journalist and television producer-director in the Army and Chief of Military Protocol for the Jimmy Carter Presidential Inaugural in 1977.

### *Most Requested Programs...*

- Making Relationships Click: Hub Factor Training
- William Bridges Managing Organizational Transition
- Making Supplier Diversity Relationships Click
- Making Panels Click: Panels Made Perfect
- Making Sales Click
- Coaching to Performance Standards
- Leader Empathy: Collaborative Leadership for the 21st Century©