



# CAPITOL CITY SPEAKERS BUREAU

*We help you thrill your audience!*

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## Keith Ferrazzi

*Travels from:* California

*Fee Range:* \$20,001 - \$40,000

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If you want to transform your life, you need the help of others - powerful relationships with people who give you support and access and push you to exceed your potential. Keith Ferrazzi can help.

He is the world's foremost expert in professional relationship development. He has transformed the lives and careers of clients and readers worldwide, bringing 20 years of research and experience to the art and science of business relationship development. His signature focus on success through relationships - a deeply energizing passion - has fueled his own incredible rise to prominence. Both Forbes and Inc. have called him one of the world's most "connected" individuals.

Ferrazzi has won a place as one of the top thought leaders in American business. His first book, *Never Eat Alone*, redefined networking today. His #1 NY Times bestseller *Who's Got Your Back* focuses on lifeline relationships, a narrow category of deep, trusting peer relationships that disproportionately affect our careers and well-being. Ferrazzi has been named a "Global Leader of Tomorrow" by the World Economic Forum, one of the top "40 Under 40" business leaders by *Crain's Business*, and one of the most creative Americans in *Who's Really Who*.

Ferrazzi moves audiences to action and has been enthusiastically recognized as one of the world's most dynamic, engaging speakers. He has received accolades from an impressively diverse list of listeners: Merrill Lynch, Goldman Sachs, Microsoft, the United Nations, Facebook, the World Economic Forum, Kraft, GM, Century 21, AT&T, and Aon, to name a few. Ferrazzi has been a contributor to CNN and CNBC, and a guest on *Larry King Live* and the *Today Show*. His writing has appeared in *Forbes*, *Inc.*, *Business Week*, *The Wall Street Journal*, and the *Harvard Business Review*.

Ferrazzi grew up in Latrobe, PA, where his father was a steelworker and his mother a cleaning lady. He and his entire family worked double shifts to send him to the very best prep schools - and ultimately to Yale undergrad and Harvard Business School - imbuing in Ferrazzi a sense of gratitude that has deeply influenced his message: Generosity in relationships as the cornerstone of success.

As founder and chairman of Ferrazzi Greenlight, a research-based consulting and training company, Ferrazzi provides corporate leaders with strategic consulting and training to improve sales, performance, and team cohesion, with an emphasis on personal transformation. Ferrazzi launched his career as the youngest Chief Marketing Officer in the Fortune 500 at Deloitte Consulting, and was also CMO at Starwood Hotels and CEO at YaYa Media.



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## Keith Ferrazzi continued

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Ferrazzi's foundation, Greenlight Giving, engages collaborative action to bring together visionary leaders to solve some of the world's biggest challenges. Greenlight Giving leverages developments in relationship science from Ferrazzi Greenlight's Research institute to change lives through programs including Serve & Grow - bringing sustainable changes to Guatemala, Words 2 Life - helping kids in the foster care system to develop a network of positive mentors and role models through music, and CollegeCONNECT - teaching students techniques and skills to develop meaningful, lasting, and mutually beneficial relationships.

### *Most Requested Programs...*

- The Change Challenge
- Relationships for Revenue Growth
- Collaboration for Team Success
- Relationships for Leadership Success and High-Performance Teams
- Supercharging Networking and Creating Community
- The Rebirth of Coaching