



# CAPITOL CITY SPEAKERS BUREAU

*We help you thrill your audience!*

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## **Pete Smith**

*Travels from:* Virginia

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

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Pete Smith is the author of *Dare to Matter* and has been called "one of America's leading personal and professional development coaches." He is a sought-after international speaker and trainer in the fields of leadership, management, personal growth and development. His energetic, edgy, interactive style is complimented by his ability to provide practical takeaways that actually work, while having a little fun in the process.

He is a board member of the HR Alliance DC, and a director in the Association for Talent Development's DC Chapter. He is the creator of multiple leadership and management development programs, including the Expect to Win leadership series.

Prior to launching SmithImpact in 2011, Pete was the Operations Executive at one of the largest nonprofit, alternative schools in Northern Virginia. During his tenure, he helped increase the organization's total income, employee base and client base by over 102%.

Additionally, by focusing his efforts on creating an engaged and productive workforce, Pete helped increase the average employee tenure by 74% in just three and a half years, all while saving the organization over \$420,000 in turnover costs during that time.

As the Director of HS Programs for the Mid-Atlantic Region for a for-profit education university, Pete took a historically underperforming team to the top 5 nationally in just 2 years. Upon his departure, his regions of New Jersey, Atlanta, and Washington DC ranked #1, #2, and #4 in the country.

Taking his experiences as a successful leader and manager, Pete is routinely asked to work with leaders, managers and employees, to develop people at the individual level and increase performance at the team level.

### *Most Requested Programs...*

- Get in the Game: You Can't Win If You Don't Play
- Built for Legacy: Developing and Leading Teams That Matter
- What's NOT Being Said Needs to Be Understood