

GARY BROSE

SPEAKER, AUTHOR, ENTREPRENEUR

Gary Brose bought his first business in 1981 and enjoyed it so much he started or purchased over twenty more during the next thirty years. Most all of his companies were labor intensive, service oriented, and fast-paced businesses. Finding himself chronically underfunded, Gary soon realized that he needed to find ways to increase employee productivity in order to stay in business. To that end, he began earnestly experimenting with bonus programs and management techniques designed to enhance employee engagement and motivation. Over the years, Gary built his companies up, ever mindful that the business world was not only changing rapidly, but the pace of that change was increasing as well.

Today's small business person has to wear many hats, read constantly, learn new skills, and help his employees do the same in a never-ending battle to stay ahead of the pace of change.

In 2008, Brose wrote *Bonus Your Way to Profits* and in 2012, *The Ultimate Motivated Employee*. Feeling the need to further massage those management techniques he espoused, Gary wrote *Express Exec* in story form, teaching business owners and managers how to take their shot at taming the pace of change.

Gary's Talk Topics Include:

HOW TO STRUCTURE A BONUS PROGRAM THAT WORKS EVERY TIME

When you can restructure your compensation system so that you are paying employees for performance rather than paying them for showing up, productivity will go through the roof. Learn the secrets Gary learned through 25 years of trial and error in the real world and start applying them immediately to your workforce.

THE THREE MOST POWERFUL MOTIVATIONAL TOOLS

Learning how to master the three most powerful motivational tools described in this workshop, will change the way you do business forever. Part process and part behavior modification, these three methods will turn your workforce into motivated and engaged employees who have their heads into the job.

BUILD TRUST WITH YOUR WORKFORCE

This is an ideal workshop for companies that feel that their supervisors and middle management personnel are not currently connecting with their workforce. Building trust (as demonstrated by the story in *Express Exec*) is the key to creating a business atmosphere that supports rapid change. As the pace of change increases, those companies that have not laid the groundwork for creating an engaged and nimble workforce will be the losers. It all starts with building trust and this one workshop for front-line supervisors is the first step.

HOW TO CREATE LONG-LASTING CHANGE IN YOUR ORGANIZATION

Most of us are not Steve Jobs or Oprah Winfrey. So how do the changes you make today continue on long-term? They do so by creating the Cycle of Repeating Events that endure and become the corporate culture—stronger than any one individual. Learn how to employ that cycle to help your company be a winner in the battle against change.



Rave Reviews:

"I'm delighted to let others know of Gary's exceptional business judgment, entrepreneurial talent, ethics and ability to express himself both verbally and in writing."

– Larry Coffman - Publisher, Marketing Newspaper

"Gary Brose isn't doing something right. He's doing lots of things right!"

– Dan Kennedy, Career and Executive Coach and Speaker

"Gary has a very creative mind and is right on target when it comes to doing forecasts and working with numbers. I recommend him to anyone who is running a business that is having tough times."

– Scott Byhre, President of Mind Map Media

"Gary Brose is insightful, flexible, always learning, innovative, ethical, practical, and visionary all in one uplifting can-do guy. I'm always energized by his thinking and ability to act. He's unique."

– Jeff Angus, Author and Speaker

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