

Business Performance Consultant and Author

GREGORY P. SMITH

a few satisfied customers

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ALLTELL Information Services Inc.
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American Management Association
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Baylor University
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Bobcat
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CompUSA
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Experian
Federal Reserve Bank of Chicago
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Michigan Restaurant Association
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National Restaurant Association
Office of the President-Georgia State University
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Society of Human Resource Management
Sony
Southwest Airlines
Sprint
Turner Broadcasting-TBS
U.S. Air Force
U.S. Army
U.S. Marine Corps
Verizon
Wyndham Hotels
Yamaha
Young Presidents Organization

America's Leading Authority on talent management, organizational development, and employee retention

Greg is "a perceptive teacher, an inspirational speaker, a motivating preacher." He is the founder and President of Chart Your Course International, an organizational development firm. He shows executives and business owners how to attract and keep customers and build organizations that retain and motivate their workforce. He has spoken to and developed training programs for some of the "Best Companies to Work For in America." Greg has guided hundreds of businesses with measurable improvements in reduced employee turnover, increased sales, and better customer service leading to long-term prosperity.



Greg began his career on the front line as an Army officer. He was a management consultant to military generals, and played a major role in the largest organizational transformation in U.S. history including direct involvement with "Reinventing the Government" efforts spearheaded by the Vice President of the United States.

Greg believes the pen is mightier than the sword -- his message is carried around the world as an author, business columnist, and contributing editor to dozens of national and international journals, newspapers, and websites. He has been featured in *USA Today*, *HR Magazine*, *Business Week*, *Christian Science Monitor*, *President & CEO*, *Boston Globe*, *Kiplinger's Personal Finance* and others. He also has appeared on several popular television programs including *Bloomberg Business News* and *PBS* television.

Combining his experience with a highly interactive style, Greg creates presentations that are informative and entertaining. He motivates his audiences with many personal illustrations while maintaining a dynamic, yet personal approach to speaking.

Greg's Background and Accomplishments

- **President, Chart Your Course International**
- **Awarded the Order of Military Medical Merit, U.S. Army Surgeon General**
- **Listed in Harvard University's International Directory of Management Scholars**
- **Selected as one of the nation's "Top-Ten "Rising Stars" in human resource management, Human Resource Executive magazine**
- **Author of numerous books, audios, videos, and learning programs**
- **Publisher, The Navigator Newsletter**
- **Syndicated newspaper columnist**

What Greg can do for you:

LEADERSHIP

-Putting Your Heart into Leadership: Mind, Body, and Soul
Management is an 8:00 to 5:00 obligation, but leadership is a 24 hour-a-day responsibility. Effective leadership is about creating an ethical work environment, putting the common good first. Learn how to link your own vision for success, build a shared purpose, and a sense of ownership for your course of action. You will be able to create a work environment that motivates others to work harder with even greater commitment.

BUSINESS GROWTH

-Businesses Don't Die, They Commit Suicide!
You can have a great business, but if no one knows about it—you are dead! Learn to administer the magnetic success formula called CPR (Credibility + Publicity = Results) which will transform your business from merely surviving to thriving! Discover easy-to-implement and low cost strategies on using public relations and the Internet to create a stampede of customers to your front door. Learn insider secrets to increase sales and elevate your credibility making your place of business recession proof.

TALENT MANAGEMENT and RETENTION

-Here Today, Here Tomorrow
Money and perks bring employees through the front door, but poor work environments and bad management drives them out the back. Help people reach elevated levels of productivity that lead to greater job satisfaction, greater employee motivation, and fun at work. Greg will show you not only how to retain your most talented performers, but also how to transform your entire workforce into a high-retention culture—saving organizations countless thousands of dollars.

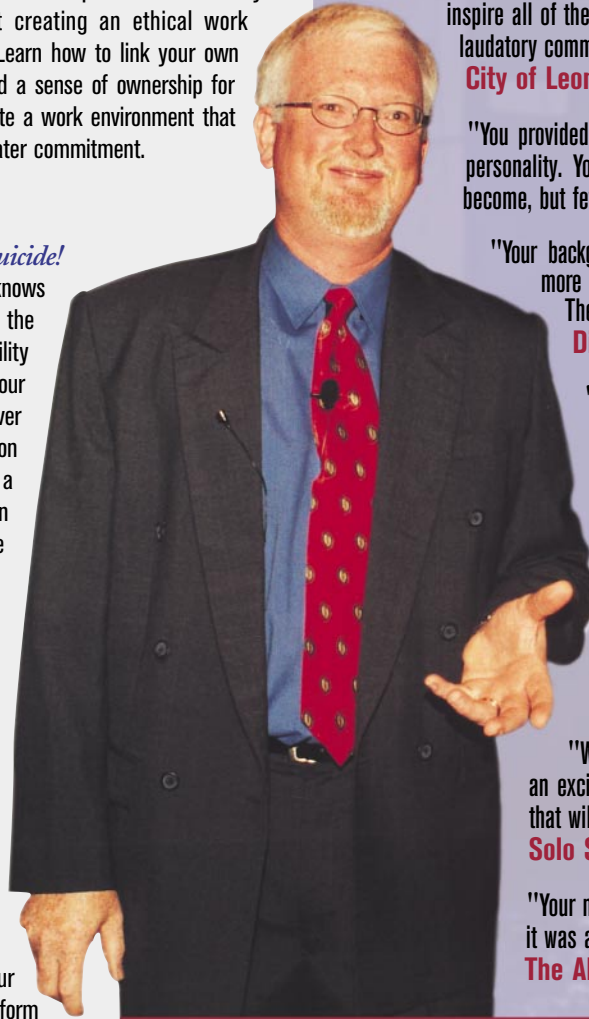
ORGANIZATIONAL DEVELOPMENT and CHANGE

-Innovation Meets Bureaucracy: How to Make Hippos Fly!
Success hinges on your ability to eliminate status quo, manage change, and stay innovative. Greg will show you how to encourage people to become change agents and capture the creative abilities, talents, and potential of the entire workforce. You will learn dozens of practical ideas that can be applied immediately.

MOTIVATION

-Creating a Charged Work Environment That Energizes
Learn what it takes to get high performance from your employees. Discover the groundwork that builds employee motivation, morale, and PRIDE. Learn how to create a work environment that attracts, keeps, and motivates multi-cultural, multi-generational workforce. Discover how to use achievement awards, praise, time off, and no cost recognition systems. This session focuses on making your place of business the first choice.

Additional topics include: Customer Service, Communication, Team Building, and other organizational development programs.



"Greg provides a comprehensive road map for not only attracting and keeping talented employees, but for motivating them to achieve a higher level of performance."
Human Resource Executive Magazine

"Your humor and enthusiastic delivery served to hold interest as well as inspire all of the attendees. I have heard nothing but very positive and laudatory comments on your remarks."
City of Leon Valley, TX

"You provided the right combination of knowledge, experience, and personality. You proved to be the professional everyone strives to become, but few achieve."
ProComm Telecommunications

"Your background and experience was instrumental in creating a more productive office where people enjoy coming to work. The ideas you provided us have helped to retain my staff."
District Attorney--State of Georgia

"As a result of your training we are now seeing measurable improvements in reduced turnover, increased sales, better customer service, and improved communication and morale of all concerned."
Ace Hardware

"Four hours of my time in your seminar has resulted in a 51% improvement of our revenues. Our teams work smart as well as hard and each member is having a lot more fun working together. You are the "Deal of the Century."
Presidion Solutions

"With your warmth, humor, and storytelling, you created an excitement and enthusiasm among our management team that will carry us through our busiest season of the year."
Solo Serve Corporation

"Your message was not only insightful and thought provoking, it was also delightfully entertaining...You were super!"
The Alamo Federal Executive Board

Reviews & Publications



Chart Your Course International

2814 Highway 212, SW
Conyers, GA 30094

1-800-821-2487

p. 770-860-9464 f. 770-760-0581

www.chartcourse.com

greg@chartcourse.com

