

Success is more than being good at what you do; it's about being consistently chosen to do it. – Garrison Wynn

# Garrison



## Partial Client List

American Express  
Exxonmobil  
Bank One  
UPS  
The Department of Defense  
Shell  
Century 21  
ChevronTexaco  
Smith Barney  
The Government Procurement Association  
9-1-1 Emergency Networks  
AIM Management  
Honeywell  
Prudential Financial  
The Institute of Certified Financial Planners  
Komatsu International  
Dow  
Nortel Networks  
Alltel Communications  
Nextel Communications  
Allstate  
Baker Hughes  
Stewart Title Company  
Chase Manhattan Mortgage  
Alliance Mortgage  
RE/MAX  
TD Waterhouse  
The Human Resources Management Association  
The Wisconsin Governors Conference on Tourism  
The National Rural Electrical Cooperative Assoc.  
The Copper and Brass Association  
The International Right of Way Association  
MD Anderson Cancer Center  
The Texas Chemical Council  
The Women Contactors Association  
The National Factoring Association  
The National Association of Purchasing Managers  
Health and Fitness Magazine  
Mercedes Benz  
The International Automobile Dealers Association  
The Port of Houston Authority



If you could have no-fluff motivation, high-energy original humor, and industry specific customized business content delivered in a single program, what value would that have for your organization?

Garrison helps people learn how to make the jump from being great at what they do to understanding and developing the qualities it takes to be chosen for the job. He gets them to understand why their products, services, or leadership styles—or those of their competitors—are selected. As he says, “If the world agreed on what’s best, everybody would choose the best and nothing else would be considered. Decision making doesn’t work that way.”

As a speaker, advisor, and entertainer, Garrison has worked with some of the world’s most effective corporate leaders and salespeople, from multibillion-dollar manufacturers to top New York Stock Exchange wire houses. He has a background in manufacturing, entertainment, telecommunications, and financial services. Garrison started as a sales and marketing person in a branch office of a Fortune 500 company at age 24 and was chosen to be department head at corporate headquarters three years later. He researched and designed processes for 38 company locations nationwide and developed and marketed products still being sold in 30 countries. An experienced actor in films and a former professional stand-up comedian, he has hosted PBS television specials and national radio programs.

**“Your ability to deliver strong, customized content and to be so funny at the same time is unmatched. We have received excellent feedback for the 20+ programs you have delivered at conventions across the country.”**

**AIM Management**

“Garrison got more laughs than Jay Leno and David Letterman combined.”

*The Houston Chronicle*

**Business + Humor  
+ Motivation =  
Real Solutions  
Real Entertainment  
Real Value**

## Client Testimonials

*"Rave reviews would be an understatement. You are one of the best speakers we have ever had."* Frank P. Breazeale, Sales and Training Officer, **Salomon Smith Barney**

*"You were simply an overwhelming hit! Your presentation hit home with the audience in a very personal and introspective way. Your comments will be remembered for many years to come. When I summarized the conference and mentioned your name, the crowd broke out into a hellacious round of applause."* John B. Carleton, Col, USAF, MSC, **Department of Defense**

*"Your presentation was outstanding. Thanks for making me look good!"* Robert Bohli, Field Vice President, **American Express**

*"Garrison was able to get through to our people like no one else. We thought we knew it all; we were wrong."* **ChevronTexaco**

*"Garrison kept them riveted... They constantly remarked that he is one of the best they've ever seen. In the months since your presentation, I still hear from the employees what an impact you had on them."* Richard Smith, Director of Orientation, **Nortel Networks**

*"Your entertaining and high energy style really helped kick off our conference the right way."* Chris Murtha, VP Marketing/Business Development, **TD Waterhouse**

*"Your program was the best received in my 30 years in the business. There are almost always one or two who find something negative to say. Not this time — all positive comments from those attending. Great job!"* Kelly Littlefield, Vice President Sales, **Kirby-Smith Machinery, Inc**

*"Every one of my locations around the country thanked me personally for bringing you in as our speaker. I have been very successful in business and have great insight on what works. So I wanted to tell you officially, "It worked."* Anthony Cantrell, Owner, **ACC Consulting Company**

*"We are extremely pleased with the results of your presentations. All of the 16 locations gave you a big thumbs-up..."* Phil Riley, Training & Development, **Komatsu International**

# Program Descriptions

## Making the Most of Difficult Situations Changing Markets, Changing Times

This funny, insightful program combines relationship building with no-fluff motivation and change to deliver real solutions in uncertain times. Garrison examines the challenges we face and shows how we can laugh at our problems while using them as catalysts for success. This session covers a lot of ground and provides no-cost, easily implemented, proven solutions that your people can use right away.

## Being the Best vs. Being Consistently Chosen

Success is more than being good at what you do; it's about being consistently chosen to do it. Garrison helps people to understand why their products, services, or leadership styles—or those of their competitors—are selected. People don't necessarily choose what's best; they choose what they are most comfortable with, whether it's the best or not. We've all heard the importance of "best practices" and superior knowledge, so why aren't the smartest people with the most information always in charge or number one in their field? This program provides original research on managing expectations and emotions and shows that there really is more to success than being the best.

## Getting Great Results: Turning Talent Into Performance

In this program, results from the largest management survey ever conducted are combined with real-life management and leadership solutions to get the most from your people, regardless of their skill level. Participants learn to manage their ego-driven top producers, how to listen like leaders and make their people feel heard, how to hire for talent and turn it into top performance, how to create a culture of excellence with their most promising people, and how to help their low performers to fight their way to the middle.