

# GARRISON WYNN

Entertaining, charismatic, brilliant... Gifted in transforming complex ideas into clear mental pictures.

"Your presentation was outstanding. Thanks for making me look good."

—Robert Bohli, Field Vice President,  
*American Express*

"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*

"Garrison kept them riveted... They constantly remarked that he is one of the best they've ever had."

—Paula Temple-Downing  
*Nortel Networks*



A speaker and advisor who has worked with some of the world's highest-paid corporate leaders and sales people from multibillion-dollar heavy equipment manufacturers to top New York Stock Exchange firms. He has a background in manufacturing, 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 professional stand-up comedian, he has hosted PBS television specials and national radio programs.

## Listening Like An Industry Leader

*The secret to building trust quickly through listening*

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

— ChevronTexaco

### Clients include

American Express  
ChevronTexaco  
TETRA Technologies  
Texas Chemical Council  
Dow Chemical  
Shell Oil  
The Department of Defense  
Bank One  
Honeywell  
Salomon Smith Barney  
Separation Engineers  
Komatsu  
UPS  
TD Waterhouse  
AIM Funds  
911  
Prudential Financial  
Nortel Networks

- Do people feel heard or endured?
- How listening motivates people: Showing a detectable level of concern
- Dropping your judgments and raising your insights
- Handling know-it-all experts
- If you criticize their ideas they don't care about yours
- How to avoid robbing people of their uniqueness
- Letting them talk and controlling the conversation
- Do you look like your listening?
- The truth about trust: Body language and effective responses

# ADDITIONAL CLIENTS & COMMENTS

Allstate  
Baker Hughes  
Administaff  
MD Anderson Cancer Center  
Institute for Certified Financial Planners  
Century 21  
Coldwell Banker  
Rent-A-Center  
Texas Chemical Council  
Coastal Corp  
International Right of Way Association  
The National Factoring Association  
Stewart Title Company  
Women's Contractors Association  
Government Procurement Association  
The Houston Association of Realtors  
RE/MAX  
Cable Lock  
Women's Council of Realtors  
Comerica Bank  
National Assoc. of Purchasing Managers  
*Health and Fitness Magazine*  
Fifth - Third Securities  
National City Bank  
Nextel Communications  
Allmerica Financial Corporation

**“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.”** Col. John B. Carleton, USAF, MSC,  
**Department of Defense**

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

**“We have used Garrison several times already this year, with terrific results. His funny, interactive approach keeps the group focused.”** Joe Sprague, Director of Key Accounts,  
**AIM FUNDS**

**“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 of 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**

