

GARRISON

WYNN

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

"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*

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

*Robert Bohli, Field Vice President,  
American Express*

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

*Paula Temple-Downing, Resource |  
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.

An experienced actor in films and a professional stand-up comedian, Garrison has hosted PBS television specials and national radio programs. He 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.

## Making the Most of Difficult Communications

*"We are extremely pleased with the results of your presentation. All of the 16 locations gave you a big thumb's up and we highly recommend you to anyone looking to build better relationships."*

**Phil Riley, Training & Development, Komatsu International**

**"Success is more than being good at what you do; it's about being consistently chosen to do it."**

"Garrison got more laughs than Jay Leno and David Letterman Combined."

*The Houston Chronicle*

### Clients Include

Komatsu  
American Express  
Bank One  
Shell  
Salomon Smith Barney  
911  
Women's Contractors Association  
TD Waterhouse  
AIM Funds  
Allmerica Financial Corporations  
Prudential Financial  
Comerica Bank  
Institute Certified Financial Planners  
Allstate  
Road Machinery & Supplies Co.  
Department of Defense

**This insightful and entertaining presentation offers diverse communication solutions that rise above language barriers and cultural issues.**

The truth about trust: Beyond language barriers

You don't have to speak their language for people to feel heard

"I disagree, but I'm willing to listen"

Dropping your judgments and raising your insights

Understanding communication styles and cultural issues

The history of diversity: What we have learned so far

What everybody needs: Care, security and prestige

Managing your mouth: Learning their language & watching yours

Communication solutions that create performance

Getting great results with difficult personality styles

Avoiding blame distribution



I must say this was one of the most productive programs RMS has participated in, in the 14 years that I have been involved in management. We changed the date of our summer meeting to fit Garrison's schedule so that he could present the next round to us!

Dave Johnson, VP Sales, **Road Machinery & Supplies Co.**

Your program was the best received in my 30 years in the business. There are almost always one or two who always find something negative to say. Not this time, all positive comments from those attending. Great job!

Kelly Littlefield, **Kirby-Smith Machinery, Inc.**

Thanks for a fantastic program and getting everybody on the same page. We have come a long way and you helped us do it.

Mina Modlin, President, **Women Contactors Association**

We have used Garrison twelve times already this year, with terrific results. His funny, interactive approach keeps the group focused, and his "dealing with difficult people" segment, among others, was particularly effective. Garrison helps us provide excellent value-added training to our customers.

Joe Sprague, Director of Key Accounts, **AIM Management's Financial Institution Division**

Every one of my people from 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**

The work force found your presentation, motivating entertaining and thought provoking. Your unique style provided a refreshing perspective on effective communication techniques in today's diverse business environment.

Penney Sherman, Southeast Texas Sales Manager, **UPS**

Your presentation was informative, to the point and entertaining. It motivated the agents to take action to improve their skill level. I look forward to working with you in the future.

Steve Hosier, Agency Manager, **Allstate Insurance Company**

By customizing your presentations to fit our services and people, you helped us conquer our "Anti-selling" mentality and turned our sales force into confident sales people as shown by our growing lists of clients.

Lindsey Smith, President, **Survey Solutions**

Over the past year and a half not only have you offered excellent training programs for our staff, but you have been a personal inspiration to me as well. After the first two meetings with you, I felt much better equipped to lead our team to an improved bottom line.

Vicky Trahan, Sales Manager, **Health & Fitness Magazine**

Thank you for the great training workshop you provided for the sales team. The tools you taught us have made us more effective in opening relationships with our customers. Your recommendation to conduct a major training program with quarterly booster shots has proven to be the boost we needed. We are exceeding our goals!

Eunice Munoz, Vice President Texas Region, **Banco Popular**