

# SUSAN GUZZETTA

PROFESSIONAL SPEAKERS FOR ALL OCCASIONS



## JAMES MALINCHAK

EMPOWERING AUDIENCES TO ACHIEVE EXTRAORDINARY RESULTS



Featured on ABC's hit show "Secret Millionaire"

James Malinchak has delivered over 1,100 motivational presentations at conferences and meetings worldwide, and was named Consummate Speaker of the Year by Sharing Ideas professional speakers' magazine. He has appeared in USA Today, The Wall Street Journal and several hundred other publications.

James began his sales career right out of college as a stockbroker with a major Wall Street Investment Firm and was awarded Most Outstanding Performance (twice) and #1 in New Account Openings (twice). While in his twenties, James became a partner in a company that handled the investments for many famous entertainers, authors and professional athletes.

Currently, James owns three businesses, has authored eight books, and has read and researched over 1,500 books on personal and professional development. He is a Contributing Author to, and serves as Associate Editor for, the #1 New York Times Best-selling book series Chicken Soup for the Soul,® with his own personal stories published in Chicken Soup for the Teenage Soul, Chicken Soup for the Kid's Soul and Chicken Soup for the Prisoner's Soul. James is the Co-Author of the upcoming book, Chicken Soup for the Athlete's Soul.

James mixes enthusiasm and humor with motivational stories to deliver a high content message that "Empowers Audiences to Achieve Extraordinary Results!"

## JAMES MALINCHAK

### TOPICS

#### **Success Starts With Attitude™**

Get ready to laugh, learn and be inspired!

This motivational, humorous and high-energy message is ideal for an opening or closing session as it is sure to Refuel, Recharge and Reenergize your audience while reminding them of the true importance of attitude and how it really influences the success of an organization and an individual.

Whether you are dealing with prospects, customers, associates, clients, employees, employers, family members, relationships or personal issues, Success Starts With Attitude!

#### **Great Leadership Starts With Attitude™**

"How to Motivate and Inspire Others to Outperform Themselves"

This motivational leadership message will empower your audience to motivate and inspire others to outperform themselves. In this energizing talk, your audience will discover the importance of working together, struggling together and achieving together.

James presents effective leadership strategies he developed from being a team captain on championship basketball teams, building a successful sales business while also managing three successful businesses. James empowers audiences to remember what TEAM stands for: Together Everyone Achieves More!

#### **A Taste of Inspiration™**

In this inspiring keynote, Chicken Soup for the Soul Contributing Author James Malinchak's natural storytelling ability will lead your audience through several heart-felt stories while delivering an uplifting message sure to touch the heart and soul.

James mixes inspirational stories with humor and an educational message to uplift audiences so they can experience a rewarding personal and professional life.

#### **Turbo Charge Your Career™**

In this program, James shares secrets that will help your audience to succeed and advance in any career.

These powerful, yet easy-to-understand, strategies will lead your audience toward instantly achieving incredible career success while elevating their professional results to the next level.

A must-see presentation, your audience members will love!

#### **How to Be a Master Networker™**

"Secrets for Building Powerful and Profitable Contacts"

The ability to network with key centers of influence can propel your business forward and your income to the next level. Unfortunately, so many business professionals don't make it a point to use effective networking strategies.

Drawing from his experience as a sales professional and entrepreneur, James gives your audience a step-by-step action plan for creating a Network of successful business relationships.

Your audience will learn how to: Network with anyone, anytime, anywhere; Get others to refer business; Create a memorable image; Overcome communication fears; and the Four keys for building quality contacts!

## JAMES MALINCHAK

### TOPICS (continued)

#### **How to Sell More & Make a Lot More Money™**

This program is ideal for commissioned salespeople, entrepreneurs, network marketers or independent professionals. James reveals his secrets that led him to be awarded Most Outstanding Performance (twice) and #1 in New Account Openings (twice), while he was a sales professional for a major Wall Street Investment Firm.

Your audience will learn the secrets for instantly attracting new business; unique and creative ways to separate themselves from their competitors; how to attract a flood of business referrals; how to grow rich in a niche; and much more!

#### **Achieve More Than Ever Before™**

There's nothing special about reaching your potential. Anyone can reach their potential by simply waking up each morning and going through a normal routine.

You can only achieve true greatness when you strive to exceed your potential. In this idea-packed program, your audience will learn a specific 7-Step Plan for Creating Extraordinary Results.

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### CLIENT LIST James Malinchak is available for:

Lectures (anytime of year)  
Orientation / Welcome Week /  
Back-to-School programs  
Student Leadership gatherings  
Student Government events  
AFA, NACA, APCA, BPA, DEX / DECA  
(Delta Epsilon Chi) functions  
Greek sponsored lectures  
Panhellenic events  
Housing and Residence Life events  
Career Day / Job Fair  
Commencements / Graduations  
Student Conferences  
Summer programs  
Academic, Athletic and Club events  
Assemblies (any time of year)  
Student Leadership Gatherings  
Student Conferences  
Teen Institute Conferences  
FBLA, DECA, FCCLA, FFA, BPA, FHA/HERO, HOSA,  
VICA functions  
Academic, Athletic and Club Banquets  
Back-to-School programs  
National Honor Society programs  
Career Day / Internship programs  
Alcohol / Drug Awareness programs  
Commencements / Graduations  
Summer programs (including camps)  
Any other function where an "outside" speaker  
for students is feasible

## JAMES MALINCHAK

### TESTIMONIALS

**"James Malinchak's strategies have the power to change lives! He teaches the essential habits for creating success."**

Jack Canfield  
Co-Creator, #1 Best-selling book series,  
Chicken Soup for the Soul

**"James Malinchak has given you the tools to unlock some of the closed doors of the business world. His strategies could be the key to your success!"**

Joe Theismann  
ESPN Football Analyst,  
former Super Bowl Champion and  
All-Pro Quarterback of the Washington Redskins

**"If you're ready to WOW your audience and take them to new heights of success, love and happiness, then you need to hear my friend James Malinchak!"**

Mark Victor Hansen  
Co-Creator, #1 Best-selling book series,  
Chicken Soup for the Soul

**"Great Super Bowl teams and great companies are created by following fundamentals. James Malinchak gives you the necessary fundamentals to realize your own individual greatness!"**

Mark Moseley  
All-Pro & Super Bowl Champion Kicker,  
and NFL MVP, Washington Redskins

**"James Malinchak will motivate and inspire you to exceed your potential. Follow his advice if you want to reach the next level!"**

Rudy Ruettiger  
the inspiration behind the Tri-Star blockbuster movie "RUDY"