

# SUSAN GUZZETTA

PROFESSIONAL SPEAKERS FOR ALL OCCASIONS



## **PATRICK O'DOOLEY** **SPECIALIST IN THE OTHER BOTTOM LINE... PEOPLE!**

Patrick O'Dooley's goal every time he speaks is to make the meeting planner look good by giving his audiences more than they expect. Because of his unique style—a blend of human excitement and information, custom-tailored for each organization with his pre-program questionnaire. O'Dooley has set himself apart from a crowded field of competitors.

Since Patrick became a full-time speaker in 1980, he has spoken over 2000 times to corporations and associations in all 50 states and seven foreign nations.

From his background as a college athlete, military officer and pilot, to his very successful years in business with IBM and Steelcase, he brings specific "how-to's" to his audiences that they can relate to and start using immediately.

Most of his clients are either repeats or referrals. This helped him become a Certified Speaking Professional, the highest designation given by the National Speaker's Association, where he also served as a member of their board of directors.

## PATRICK O'DOOLEY

### TOPICS

#### **Motivation**

One Down and the B.E.S.T. to Go!!!! A high energy business approach to become your personal B.E.S.T.

#### **Customer Service**

How to Take the Cuss out of CUSStomer Service! Specific—how to get and keep a business lifeblood—the CUSTOMER!!!

#### **Sales**

8-1/2 Ways to Increase Sales!!! Specific steps to help the experienced and high potential sales professional reach new heights.

#### **Team Building**

This unique 1-3 day seminar is custom designed to help execute work groups or peers enhance their efficiency in communications and team building. You come away feeling tremendous with specific tools to stay that way and your team will be more effective.

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### CLIENT LIST

American Airlines  
Lockheed Corporation  
Independent Automotive Service Association  
Allstate Insurance  
Merrill Lynch Pierce Fenner & Smith, Inc.  
AT&T Communications  
Pennsylvania BlueShield  
IBM  
Ford

## PATRICK O'DOOLEY

### TESTIMONIALS

"Our program was tremendous! Your ability to motive us to give customer service and to be our B.E.S.T. goes with our own American Airlines philosophy to be #1."

George L. Mueller  
V.P., Customer Service  
American Airlines

"Thank you again for the important part you play in Lockheed's continuing commitment to the development of future leaders. Your style and charisma are difficult to find in one speaker. We look forward to seeing you do four more sessions next year."

William H. Henry, Jr., Ed.D.  
Director, Human Resources Development  
Lockheed Corporation

"Thank you for your magnificent speech to our "Millionaire" agents in Milwaukee and Minneapolis. Judging from the comments we've received, your message positively affected everyone. What made it even more effective is that you were able to weave into your talk Life Insurance terminology and our "Winning Game Plan" promotion."

R. John Zavodny  
Sales Manager  
Allstate Insurance

"The most beneficial result of your program is the fact that every time I say 'trmendous,' your ideas and words are remembered."

Mickey McGuire III  
Vice President  
Merrill Lynch