

# >> JB Glossinger, MBA, PhD



JB Glossinger, MBA, PhD, is an energetic speaker who will facilitate a winning attitude for you, your team, and your business or organization.

He is one of a few people

who holds both an MBA and PhD in Metaphysics, and is an internationally known speaker, author, coach, and consultant who can help you manifest your vision for your business or your organization.

From selling jumbo jets, to starting many successful companies, JB is familiar with the corporate world. His firms include the Alive Foundation, Inc., which launched [www.morningcoach.com](http://www.morningcoach.com), the world's largest "real-time" personal development resource on the Web. JB's energizing daily podcast reached number 1 in the iTunes health category after just three weeks of broadcasting. He also founded [www.viralkungfu.com](http://www.viralkungfu.com), a full-service marketing company based on future trends, social media, and Internet marketing platforms. JB is the author of *Get Out of Neutral: Manifest the Life Experience You Desire*.

With his business and life experience, JB is a versatile speaker comfortable discussing a variety of topics, and can customize a presentation to fit your needs.

## KEYNOTES:

(Sessions are available in 30-, 60-, or 90-minute keynotes, or as half-day workshops)

### **What Would a Winner do?**

What four key elements are holding you or your team back? Let JB explain in this keynote what would a winner do.

### **Podcasting: The Future is Now**

Learn what podcasting is, how it works, and how to do it. You will learn how JB got his podcast to #1 on iTunes health in just three weeks.

### **Evolution of Personal Development and Human Potential**

There is a movement occurring and you can just feel it. You and your team will explore new heights as you learn the fundamentals of the evolution of personal development. This presentation has metaphysical and spiritual tones.

### **4 Secrets to Career Advancement**

What are the steps to success? Learn about attitude, personal development, listening skills, organizational skills - the secrets of advancing in any career.

### **ViralkungFu: Is Your Business in the Game? The Future of Internet Marketing.**

You can no longer rely only on a traditional marketing plan. The Internet continues to explode with new and proven methods to target your market. Learn how to lay a strong foundation for your Internet marketing plan, which is critical to attracting and retaining customers.

## CLIENTS INCLUDE:

Air Jamaica • American Airlines • FedEx • NASA • United • U.S. Dept. of Defense

## TESTIMONIALS:

*My business is growing exponentially from working with JB. He is a speaker who doesn't just throw out information aimlessly; he tells you where and how to find what you need, and most importantly, gives you the tools to use it.*

*Doug Buckalew, CEO, Gendo Inc*

*JB is an accomplished business person who knows that for company success, you have to understand the wants and needs of the market.*

*I have embraced this, and my business is reaping the rewards.*

*David H. Lindemann, Past Chairman and CEO of Huron Machine Products, Inc.*

*As JB speaks, he helps you to formulate practical steps and a well-laid action plan: including a new customer database, open communication, growing your business, and increasing your bottom line. I highly recommend JB to anyone looking to expand or create new business without the stress that normally accompanies it.*

*Edward Rodriguez, C.E.O. Florida Events Center*



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## Biography

JB Glossinger, MBA, PhD (in Metaphysics), is an internationally known speaker, author, coach, and consultant who is here to help you manifest what you want for your business, your organization, and your personal life.

If you are looking to grow your organization, or grow yourself, or if you have great ideas that are ready to become reality, you are in the right place. If you are looking for an energetic speaker who knows how to motivate and turn your staff or organization into winners, you are also in the right place.

JB enthusiastically shares what he has learned from his personal transformations, his corporate and personal experiences, and his MBA and PhD background. He offers you a unique perspective, bringing pragmatic approaches to the new and evolving world. His ideas are interesting and fresh: combining wisdom of the ages with modern science.

From selling jumbo jets, to starting his own successful companies, JB is familiar with the corporate world. His firms include the Alive Foundation, Inc., which launched [www.morningcoach.com](http://www.morningcoach.com), the world's largest "real-time" personal development resource on the Web. JB's energizing podcast reached number 1 in the iTunes health category after just three weeks of broadcasting. He also founded [www.viralkungfu.com](http://www.viralkungfu.com), a full-service marketing company based on future trends, social media, and Internet marketing platforms.

**Speaker:** JB is a talented communicator on a variety of topics including conscious capitalism, leadership training, organizational growth, internet marketing, and building teamwork. He is a high-energy and well-rounded guest. JB will be happy to discuss what topic you feel is relevant to your business or organization for a presentation.

**Author:** JB has published over 10 resources, including the groundbreaking book *Get Out of Neutral: Manifest the Life Experience You Desire*. You are welcome to join JB in one of his Get Out of Neutral events throughout the year.

**Coach:** Whether you seek private coaching, group coaching experiences, or a combination of both, JB will provide the motivation and energy for you to achieve your goals and create the life and organization you desire.

**Consultant:** One exciting and very unique key area JB is an expert in is "conscious capitalism," which is a restructuring of your organization to align with metaphysical principles. JB can also help your organization with leadership training, corporate culture, communication, productivity issues, and more.

JB brings a very diverse background to your needs. Looking for unique, PROVEN ideas? Contact JB, so that he and his team can get to work on getting you or your organization to the next level!



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## Introduction

I would like to now introduce JB Glossinger.

JB is one of only a few people in the world to hold both a PhD in Metaphysics and an MBA. He is an internationally known speaker, author, coach, and consultant. JB is the founder of MorningCoach.com, the world's largest "real-time" personal development community. He is also an expert in new media.

JB has spent a lifetime studying personal development and human potential, and speaks to you from experience. JB knows what it takes to move organizations and individuals forward. He brings practical and deep understanding, and wisdom, to real issues.

It is really time to get some great energy going!

Today's presentation is titled \_\_\_\_\_.

So, please welcome JB Glossinger!



## Room and Audio-Visual Suggestions

Even the greatest speech can be viewed as ineffective when the room setup is not optimal. To help ensure that JB's program meets your expectations and fulfills the ultimate benefit of your audience, please review the A/V requests below and let us know if there are any challenges. JB is flexible and will work with your A/V capabilities and your technicians to maximize the effectiveness of your platform.

### **Equipment:**

- Wireless lavalier (tie clip) microphone
- JB will bring an IPOD
- (Please place AV control center and an AV technician in the back of the room)
- JB will provide a "play list" for your technician to follow

### **Staging:**

- If possible, set the room up theater or classroom style with two side aisles and no center aisle
- Position the first row about five to six feet from the stage.
- The stage should be positioned in the middle of the front wall of the room with steps off the front
- Stage size and height appropriate for room size
- One bar stool
- A small, draped table on the stage, with a floral arrangement, to the side for water and miscellaneous items
- A lectern with clock or timer
- An American flag

### **Room Environment:**

- A bright stage will help keep audience focus at the front of the room
- JB will utilize the entire stage area and will stay toward the front edge
- If the room has any spotlights, please aim them for a general wash of the front of the stage
- People are more alert in brightness
- Dim the lighting on the screens but keep the house lights up full
- Temperature: A cool room produces an alert audience, a warm room produces a drowsy audience. A cold room produces a distracted audience, and a hot room produces an irritated audience. The actual room temperature should be somewhere between 68-70 degrees Fahrenheit.

### **Recording of Presentation:**

- The material to be presented is protected by copyright
- Audio and/or video recording is permitted and encouraged
- A separate recording agreement must be signed prior to the event



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## Investment Schedule for Keynotes

### **Continental United States**

Keynote Speech —To be discussed  
Half-day Workshop —To be discussed

### **International**

Keynote Speech —To be discussed  
Half-day Workshop —To be discussed

Audiotaping Rights..... 50% of fee

Videotaping Rights..... 75% of fee

Consulting..... upon request

All keynote programs are available up to 90 minutes based upon your needs.

15% discount for engagements in Eastern time zone.

To book JB internationally requires the above speaking investment, with First Class air travel for JB and his assistant, accommodations, transfers and meals.



## Pre-Program Questionnaire

Thank you for contacting us! This questionnaire is a valuable aid in customizing JB's presentation for your audience. Please take the time to fill out all of the applicable questions about your audience. (Not every question is applicable!) If you need to use the back of the questionnaire or additional paper, please do so. The more information JB has, the better. It would also be helpful if you could send the following:

- The agenda that includes JB's presentation
- Any past agendas from similar meetings
- Brochures about your company, products and services
- Information you are sending the attendees of the meeting; brochures, promotional materials.

Thank you, and we look forward to working with you!

### Contact and Presentation Information

Name of company/organization/association: \_\_\_\_\_

Contact person: \_\_\_\_\_

Phone # (and extension): \_\_\_\_\_ Cell phone #: \_\_\_\_\_

E-mail: \_\_\_\_\_

Web site: \_\_\_\_\_

Presentation Date: \_\_\_\_\_

Starting time of program \_\_\_\_\_ Ending time of program: \_\_\_\_\_

Presentation Site: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone #: \_\_\_\_\_

### Travel Arrangements

Arrival Date: \_\_\_\_\_ Departure Date: \_\_\_\_\_

Flight arrangements: JB usually makes his own air reservations.

Closest airport: \_\_\_\_\_

Hotel accommodations: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone #: \_\_\_\_\_ Fax #: \_\_\_\_\_

Hotel confirmation number: \_\_\_\_\_

Ground Transportation: JB usually takes a cab unless other arrangements are made.

## Pre-Program Questionnaire

### Audience Profile

Audience size: \_\_\_\_\_

How will the audience be seated? [ ] Theater [ ] Classroom [ ] Round tables [ ] Other (please specify): \_\_\_\_\_

Are spouses invited to the meeting? [ ] Yes [ ] No

Percentage of males/females: Males: \_\_\_\_\_% Females: \_\_\_\_\_%

Please describe in one or two sentences what your company or organization does: \_\_\_\_\_

\_\_\_\_\_

Please describe the audience: \_\_\_\_\_

\_\_\_\_\_

What are the major job responsibilities, titles, etc. (This is very important!)? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Who are the customers of the audience? \_\_\_\_\_

Please list the names of key company executives (and their positions) who will be attending the meeting: \_\_\_\_\_

\_\_\_\_\_

### The Meeting

What is the "theme" of your meeting? \_\_\_\_\_

What is the reason/purpose/goal for this meeting? (Annual sales conference, industry meeting, incentive program, etc.) \_\_\_\_\_

\_\_\_\_\_

Who else will be speaking at the meeting (and on what subjects)? \_\_\_\_\_

\_\_\_\_\_

Who has spoken in the past (and on what subjects)? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What takes place immediately before and after JB's presentation?

Before: \_\_\_\_\_

After: \_\_\_\_\_

Who will introduce JB? \_\_\_\_\_

What are three things you want people to remember when JB's presentation is completed? (This is VERY important!) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## Pre-Program Questionnaire

Can you offer any suggestions to make this the best presentation your audience has ever heard? \_\_\_\_\_

\_\_\_\_\_

Are there any issues that should be avoided? \_\_\_\_\_

\_\_\_\_\_

What will be the appropriate attire for the attendees? \_\_\_\_\_

How would you like JB to dress? \_\_\_\_\_

### **Company Information**

What is your company's mission statement? \_\_\_\_\_

\_\_\_\_\_

Who is your competition? \_\_\_\_\_

\_\_\_\_\_

Why should a customer buy from you over your competition? What makes you special, unique, etc.? \_\_\_\_\_

\_\_\_\_\_

What are the 3 most important things JB should know about your organization? \_\_\_\_\_

\_\_\_\_\_

What are the three greatest accomplishments your company has had this year? \_\_\_\_\_

\_\_\_\_\_

Are there any objections, problems, concerns or confrontations the audience is dealing with in their jobs or with what they sell? \_\_\_\_\_

\_\_\_\_\_

In case there are any other questions or additional research JB might need, could you please list the names, titles and phone numbers of two more people who might help? \_\_\_\_\_

\_\_\_\_\_

What are the two or three best books written about your industry? \_\_\_\_\_

\_\_\_\_\_

What question(s) has JB neglected to ask that would help him better understand your company, association or industry? \_\_\_\_\_

\_\_\_\_\_