



CAPITOL CITY SPEAKERS BUREAU

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Andrew Bennett

Travels from: Michigan

Fee Range: \$5,001 - \$7,500

Former personal assistant to Ross Perot and student of W. Edwards Deming, consultant and business leader Andrew Bennett presents inspiration as a critical strategy for achievement. Sharing stories from his own life - a life of contrast between great personal loss and impressive achievement - Andrew weaves together a compelling case about the need for inspiration in our work.

Andrew founded Bennett Performance Group in 1997 to work with leaders building inspiration into the fabric of organizations in order to achieve critical goals like growth, innovation and profitability. For more than 20 years, he has been working in, and studying, organizational cultures at Abbott Laboratories, the

Deming Institute, Ford Motor Company, Lockheed Martin, Motorola and Sun Microsystems, to name a few.

During his years at EDS, Andrew was selected at age 28 to manage expansion into Australia. During this assignment, his team grew annual revenue by 1300% from \$5 million to \$65 million over two years without adding resources. He did this by creating a new business model based on a partnership of risk and reward sharing with his client. He returned to the US to teach this paradigm-busting model to hundreds of managers. During this time, Andrew attended New York University where he studied quality management and systems thinking under W. Edwards Deming.

After working inside corporate structures for 10 years, Andrew experienced a personal wake-up call as he struggled to reconcile financial success with success as measured by feeling that the work we do has meaning - that our work matters. He had observed many people over the years wrestling with the same questions. As he worked to find answers, Andrew learned about the close relationship between financial success and inspiration. He realized that these two drivers are not mutually exclusive. In fact, financial success and inspiration support each other in a virtuous cycle.

Achieving a shift in performance as the result of one presentation is a pretty tall order, yet the organizations Andrew works with regularly report notable changes after he speaks. That's because he has been presenting for more than 35 years.

Most Requested Programs...

- Inspiration: The Art and Science of High Performance
- The Courageous Leader: Building an Inspiring Organization
- The Inspirational Manager: Practices that Work and Make Sense
- Real Magic: Inspiring Your Greatness
- Welcome to the Inspirational Economy: Tapping into the Market of Customers Who Want to Believe in What They Buy