

# patrickgalvin

## galvanizing business success

Patrick Galvin is an accomplished marketer, speaker and author who educates and entertains. Since 2004, Patrick has galvanized audiences to set big business goals while providing them with the inspiration and insights to achieve them. Patrick is the “chief galvanizer” of The Galvanizing Group, a brand strategy and marketing company in Portland, Oregon. He is a past president of the Oregon Chapter of the National Speakers Association.

### speaking topics

Whether delivering a keynote presentation, breakout session, workshop or webinar, Patrick engages audiences with fresh and practical material. He interviews meeting planners and a cross-section of attendees to understand their attitudes, challenges and goals. Then, he crafts a tailored presentation that makes a lasting impact. Popular topics include:

#### Building Your Agency One Relationship at a Time

Great relationships are the difference between success and failure in business. Patrick shares simple yet powerful strategies for integrating face-to-face and online networking activities to create lasting connections that will help you stand apart from your competitors and increase repeat and referred business.

#### Galvanizing Your Agency with Word of Mouth

Traditional advertising no longer works for most businesses. Insurance agencies need to connect with people in new and creative ways or risk getting lost in the commercial clutter. In this fast-paced and entertaining presentation, Patrick provides ideas for galvanizing positive word of mouth that fuels sustainable growth.

#### Delivering Remarkable Customer Service

Whether you deal with customers directly or support those who do, providing a remarkable customer service experience is what keeps people coming back. Patrick will show audiences how to appeal to distinct personality types to guarantee loyalty and referrals.

#### Creating a Powerful Brand

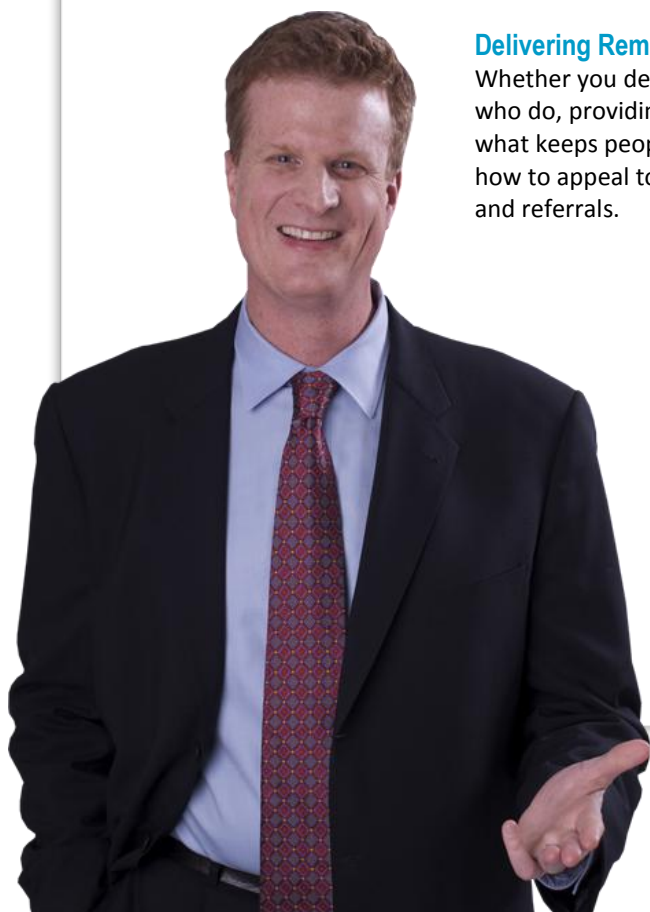
People want great products and outstanding service, but brand loyalty is an emotion that runs deeper. Today's digitally savvy consumers expect to connect and communicate with brands using tools that did not exist previously. Patrick shares how to define, develop and disseminate your message to build an irresistibly strong brand with an enthusiastic following.

### partial client list

Alliance of Chief Executives  
American Chamber of  
Commerce Executives  
American Society of Pension  
Professionals & Actuaries  
Association of Progressive  
Rental Organizations  
Ater Wynne LLP  
BECU  
Executive Officers Club  
FAB Law  
Independent Insurance Agents &  
Brokers of Oregon  
Independent Insurance Agents  
of Oklahoma  
Independent Insurance Agents  
of Texas  
Independent Mitigation and  
Cleaning/Conservation Network  
LPL Financial  
Meeting Professionals  
International  
Mega Group Inc. (Canada)  
Michigan Association of  
Insurance Agents  
National Home Furnishings  
Association  
National Speakers Association  
New York Life  
Oregon Fuels Association  
Oregon Society of Association  
Management  
PIA Western Alliance  
Portland State University  
San Francisco Mart  
SEMPL (Slovenia)  
The Standard  
Umpqua Bank  
Washington Oil Marketers  
Association  
Washington Society of  
Association Executives  
Western Home Furnishings  
Association  
Women Presidents' Organization  
Vistage

watch patrick speak  
[www.patrickgalvin.com](http://www.patrickgalvin.com)

book patrick today!  
503.249.8800



TheGalvanizingGroup

## what others are saying

"I've worked with many speakers and Patrick stands out as a consummate professional who goes the extra mile. His PowerPoint slides were a mix of images, thought-provoking information, quotes, and a few interesting videos. He turned off the projector at various times to share stories and ideas in a relaxed and friendly way. Our members enjoyed the opportunities built into his presentation to interact with one another and share their best practices. I recommend Patrick to anyone looking for an excellent speaker."

**Jim Perucca, Executive Vice President**  
Independent Insurance Agents and Brokers of Oregon

"Patrick's presentation on word of mouth marketing during our 117th Annual Conference and Trade Show really connected with our audience of independent insurance agents. His easy, genuine manner combined with his depth of expertise on the subject was well received."

**Rick Bondurant, Director of Management Resources**  
Independent Insurance Agents of Texas

"In the weeks following Patrick's keynote, I've continued to receive many positive comments from our life insurance agents. If you're looking for an energetic and talented speaker who will deliver a presentation tailored to your needs, Patrick is a great option."

**John Whitehead, Managing Partner**  
New York Life

"I would definitely hire Patrick to speak again. Also, I enthusiastically recommend him to associations and companies seeking a professional speaker with high value content presented in an engaging and practical way."

**Susan Scott, Senior Vice President of Education**  
Independent Insurance Agents & Brokers of Washington

"Patrick totally energized our members during his keynote address on word-of-mouth marketing – especially our young agents! The highest testimony to Patrick was simply stated by one of our members, 'I want to hear more!' Patrick is wonderful to work with. He interviewed several of our members in preparation for his session and built what he learned from them into his content. He's one of the best speakers I've seen. We highly recommend Patrick!"

**Cathy Cinotto, Events & Communications Manager**  
Independent Insurance Agents of Oklahoma



watchpatricksspeak  
www.patrickgalvin.com

bookpatricktoday!  
503.249.8800

## myguarantee

Your satisfaction is the measure of my success. Therefore, I guarantee to:

1. Learn about your organization and the latest happenings in your industry.
2. Interview prospective attendees to assess their needs.
3. Address the biggest challenges facing your audience.
4. Create a presentation title and description that will generate interest and fill seats.
5. Work with you to develop innovative ways to drive event attendance.
6. Deliver an interesting and informative presentation that provides lasting value.
7. Adhere to time constraints even if they change at the last minute.
8. Answer audience questions and interact after the presentation.
9. Provide recommendations for future presentation topics and speakers.
10. Galvanize your audience to greater levels of business success.