



Maximize Individual and Organizational Performance... **NOW!** with Arnold Sanow

Arnold Sanow is a Business, Communication and Organizational Development Expert who speaks, consults, and is the author of 5 books. He works with companies, organizations, and associations to help them build more positive, productive, and profitable organizations.

Arnold Sanow, MBA, CSP

Arnold's interactive, motivational, inspirational, easy to understand, entertaining, content rich and non-boring sessions focus on your needs, your challenges, and your concerns. His real life experience, proven track record, expertise, and practical "how-to" information will provide you with solutions that work!

- Designed and delivered over 2,500 paid presentations worldwide to more than 500 different companies, associations, and organizations
- Averages 4.8 to 5.0 out of 5.0 on evaluations
- Asked back by over 90% of his clients
- Certified Speaking Professional (CSP). Highest earned designation for proven excellence from the National Speakers Association
- Outstanding Speaker of the Year awards by both Meeting Planners International and the National Speakers Association's Washington DC chapters.
- Former Adjunct Professor at Georgetown University
- National Spokesperson for various companies to include AT&T and Intuit
- Frequent guest in the media (CBS evening news, USA Today, ABC world morning news, Wall Street Journal)
- Author of 5 books to include, "Get Along with Anyone, Anytime, Anywhere" and "Marketing Boot Camp"



Arnold's Most Requested Topics:

(Can be adapted as keynotes, breakouts, seminars, training, facilitations or retreats)

Customer Service – *Keeping Customers for Life... Creating a WOW Customer Experience.* The only way to differentiate yourself and become less of a commodity is through excellent service. Learn how to retain current customers, get positive word of mouth, make every meeting, interaction and transaction positive, memorable and special, get enthusiastic referrals, and elicit a wow feeling about you and your services.

Communication – *Get Along with Anyone, Anytime, Anywhere... Build Rapport, Relationships, and Connect with Customers and Co-Workers.* Learn how to improve your emotional intelligence, people and communication skills. Develop more positive relationships, create instant rapport, use and understand body language, eliminate rudeness and incivility, build cooperation, likability and trust, reduce conflicts and get everyone singing your praises.

Presentation Skills – *Winning Presentation Skills... Put Power, Punch, and Pizzazz into Your Presentations.* Learn how to communicate in a clear, concise and non-boring manner, alleviate "speaker's anxiety", project poise and professionalism, captivate your listeners and persuade, influence, and motivate. If you speak to 1 person or 1,000 and want to be perceived as smart, competent, trustworthy, likeable, and successful, this session is for you.

Teambuilding – *Teams That Work... Tips, Tools, and Solutions.* Learn how to build better teams by enhancing relationships and improving the workflow process. We will focus on the communication strategies that are necessary for a smooth operating environment to produce a more positive, productive, and profitable organization.

Marketing/Sales – *Marketing Professional Services... Boost Your Bottom Line – NOW!* Learn easy to understand and implement step by step strategies and solutions to outwit, outflank, and outfight the competition. We will focus on the relationship marketing tips, tools, and techniques to get clients, keep them and get enthusiastic referrals.

www.arnoldsanow.com
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Rave Reviews

What a quality presentation! You couldn't have done better for us if you had planned years ahead. The quality, attention to detail, and preparation were right on the money!
~ **Ron Davis, CPS, Chairman of Security Associates**

Thanks for a great job. You were on the mark and your efforts to tie your subject to our business enabled our people to get more out of the presentation. The response from the group was an overwhelming "yes" to your program. Let's discuss on-going sessions.
~ **Ira Barkoe, Executive Vice President, COMSTOR**

Thank you for the wonderful job you did at this year's annual conference. I have attached your evaluation results and as usual you received high marks! Here's what some of the comments were: "Very fun and keeps you involved," "Great seminar, very interactive," "I really enjoyed Arnold. He is one of the best speakers I have ever heard."
~ **Heather Trusty, Director, Professional Development, National Glass Association**

Based on comments and a review of the overall conference evaluations, it was a success, Arnold was a hit!! His scores are the highest of anyone who spoke at the conference.
~ **Stewart Shaw, Vice President, Heery International**

It was a pleasure working with you Arnold. As you could see from the evaluations, the feedback from participants was very positive. I'll keep you in mind as we plan next years seminars and training programs
~ **Taren McCombs, HR Director, Skadden, Arps, Slate, Law Firm**

At one point we seem to have lost our focus, and then we turned that bleak situation into one of the most positive work sessions I have seen at CANUSA in a long time. I applaud our facilitator, Arnold Sanow.
~ **Bruce Fleming, President, CANUSA**

Hands down, the best seminar packing the most bang for the buck was the one that Arnold Sanow delivered for the Outdoor Industry's Summer Summit for retailers. His very funny and very New York-esque in-your face workshop made him a double thumbs up presenter and facilitator.
~ **SNEWS Weekly News Digest for Outdoor and Fitness News**

I have attached the evaluations from Cape Cod—excellent work! I picked up Julie last night at the airport and she said your presentations went very well on the cruise. I am in the process of putting together next year's schedule and wanted to see if you were interested in speaking for us next year.
~ **Paul Larson, CEO, Western CPE**

Judging from the comments, your presentation was very well received. Staff who normally do not offer comments, have been very positive about having you come to speak to them. I was very confident that you would deliver just the right combination of humor and message to keep them engaged, which you did very effectively.
~ **Diane Mowreader, Quality Manager, Columbia United Providers**

Thank you so much for your outstanding presentation. Your presentation was interactive and lively. It was a perfect blend of humor and content... everything we asked for! You were wonderful to work with and we truly enjoyed meeting you!
~ **Lisa Edelson, Executive Director, Skokie Chamber of Commerce**



Partial List of Arnold's Clients

- ABAQUS Engineering
- Aetna
- Agilent Technologies
- Alabama Department of Health
- Alliance of Professional Nanny Agencies
- Ameribank
- American Bus Association
- American Cancer Society
- American College of Physicians
- American Marketing Association
- American Red Cross
- American Society of Travel Agents
- American Subcontractors Association
- American University
- Americinn Hotel Chain
- Appalachian Regional Commission
- Archer Daniel Midland
- Arlington Chamber of Commerce
- Arlington County Public Schools
- Automotive Aftermarket Association
- Barbecue and Patio Association
- Baton Rouge Chamber of Commerce
- BDE Engineering
- Bicycle Business Conference
- Boston Society of Architects
- Business Technology Association
- Cable Television Assoc. & Marketing Society
- Calvert Financial Group
- Cambridge Builders
- Capital Hospice
- Catering Managers Association
- Centers for Disease Control
- Choice Hotels
- Clinical Lab Managers Association
- Close Up Foundation
- Columbia United Providers
- Combined Construction Group
- Commuter Connections
- C-Span Cable Network
- Delaware National Guard
- Dewberry Companies – Architects, Engineers, Construction
- Embassy of Australia
- Environmental Protection Agency
- ERA Realty
- Export-Import Bank
- Fair Oaks Hospital
- Fairfax Chamber of Commerce
- Fairfax County
- Federal Bureau of Prisons
- Federal Quality Consulting Group
- Food and Drug Administration
- Foreign Policy Association
- Forward Corporation – Motel, Fast Food, Convenience Stores
- GARCO Design/Build
- George Mason University
- Georgetown University
- Government of Czechoslovakia
- Greenvest Realty
- Gypsum, Colorado
- Harvard Club
- Health and Human Resources
- Health Department of Georgia
- Health Management Associates
- Health Sport Fitness Center, Inc.
- Heery International
- Hess Construction Company
- Independent Cash Register Dealers Assoc.
- International Finance Corporation
- Issue Dynamics Inc.
- Jefferson Government Relations
- June Appal Record Company
- Langley Air Force Base
- Long and Foster Realty
- Mail Advertising Services Association
- Manning, Selvage, and Lee
- Marin County Realtors Association
- Marketing Association of California
- Marriott
- Maryland Rental Equipment Association
- Mass Mutual
- Medical College of Georgia
- Medical Group Management Association
- Medical-Dental-Legal Seminars, Inc.
- Meeting Planners International
- Metropolitan Council of Governments
- Metropolitan DC Contractors Association
- Michigan Works
- Montgomery County Government
- Morgan Keegan, Inc.
- National Airports Authority
- National Association of Claims Assistance Professionals
- National Association of Commodity Brokers
- National Association of Convenience Stores
- National Association of Credit Management
- National Association of Female Executives
- National Association of Homebuilders
- National Association of Industrial and Office Properties
- National Association of Professional Saleswomen
- National Glass Association
- National Institutes of Health
- National Managed Health Care Congress
- National Office Machine Dealers Assoc.
- National Recreation and Parks Association
- National School Supply and Equipment Assoc.
- National Solid Waste Management Assoc.
- Navy Federal Credit Union
- NCI Information Systems, Inc.
- New England Satellite Systems, Inc.
- Newspaper Association of America
- North Carolina Museum of Art
- Northern Virginia Realtors
- Northface Outdoor Clothing
- Northwestern Mutual Life Insurance
- Ogilvy and Mather
- Open Roads Bicycle Tours
- Optical Society of America
- Otsuka Pharmaceuticals
- Outdoor Industry Association
- Outdoor Retailers Association
- Parke-Davis
- Peanut Growers Association
- Pennsylvania Funeral & Cemetery Directors Association
- RFAFF
- Pfizer
- Phillips Publishing International
- Phillips Seafood Restaurants
- Planning Research Corporation
- Popeye's Fried Chicken
- Potomac Electric and Power Company
- Prince William County Park Authority
- Promar International
- Propane Education & Research Council
- Property Managers Association
- Public Broadcasting Service (PBS)
- Reading PA Chamber of Commerce
- Richland SC School District
- Ropak Packaging
- Ross Publishing/Senior Guides
- Ryan's Family Steak Houses, Inc.
- Sales & Marketing Executives International
- Satellite Broadcasting & Communication Association
- Science Applications International Corporation (SAIC)
- Security Associates
- SEKO Worldwide
- Seven Locks Shopping Mall
- Skadden Arps Law Firm
- Ski Industries of America
- Skokie Illinois Chamber of Commerce
- Social Security Administration
- Society of Government Meeting Planners
- Society of Women Engineers
- Syracuse University
- TEC – The Executive Committee
- Texas Pest Control Association
- U.S. Bureau of Census
- U.S. Comptroller of the Currency
- U.S. Department of Agriculture
- U.S. Department of Commerce
- U.S. Department of Energy
- U.S. Department of Interior
- U.S. Department of State Federal Credit Union
- U.S. Department of the Navy
- U.S. Department of the Treasury
- U.S. Department of Transportation
- U.S. Mint
- U.S. Patent and Trademark Office
- U.S. Small Business Administration
- Unisys
- United States Information Agency
- Veterans Administration
- Virginia Administration
- Virginia Association of Realtors
- Virginia Employment Commission
- Washington DC Life Underwriters Assoc.
- Washington Metropolitan Area Transit Authority
- Washington Post
- Willard Inter-Continental Hotel
- World Trade Centre of Trinidad and Tobago