



Don Brown has dedicated his career to sales, service and leadership effectiveness. Bilingual and experienced at the executive and line-level alike, the results of his work are evident across dozens of industries. Don has spent 30 years “helping people with people” for the likes of Fifth Third Bank, Anheuser-Busch, Ford Motor Company, Sykes Enterprises, Harley-Davidson Motor Company, Jaguar Cars and Hilton Hotels.

Donald Brown’s work and mentorship under Paul Hersey and Marshall Goldsmith comprise the solid foundation of his success. Affiliated with Dr. Hersey for over 25 years, Don co-authored Situational Service- Customer Care of the Practitioner with Paul, and has worked hand in hand with him to create several highly successful training programs, including; Situational Service- Beyond Basic Training, From Vision to Results, Situational Leadership in a Team Environment, Situational Selling- Creating Readiness to Buy, and Performance Readiness.

In addition, Don Brown co-authored What Got You Here Won’t Get You There - In Sales! With Marshall Goldsmith as well as Return on Leadership - Get The Most From Your Untapped Talent, and Bring Out the Best in Every Employee - How to Engage Your Whole Team by Making Every Leadership Moment Count. Don Brown is also the developer of The Leader’s Daily.

His powerful new book Bring Out The Best shows exactly how to leverage the untapped asset that’s already on your payroll. Most managers devote so much time to either high-potential or high-problem employees that they neglect the critical mass at the top of the bell curve. And that group can mean the difference between simply surviving... and thriving.

Don gives an essential roadmap for any leader who wants to identify and target the “core...”

Don Brown

Speech Topics

- ☐ Organizational Skills
- ☐ Leadership
- ☐ Customer Service
- ☐ Change

