



**David Friedman** is the Founder and CEO of High Performing Culture, and former president of RSI - an award-winning employee benefits brokerage and consulting firm in the Philadelphia area. Under his guidance, RSI grew to become one of the largest and most successful independently-owned agencies in the country. In addition to winning awards for leadership and for customer service, RSI was named one of the Best Places to Work in the region seven times, and was four times named one of the Fastest Growing companies. In 2006, RSI was the only company of any size in any industry to win New Jersey's highest award for quality - the Governor's Award for Performance Excellence - Gold Level. A graduate of the College of William & Mary with a B.A. in philosophy, David began his insurance career in 1983, starting RSI with his father in the basement of their New Jersey home. He went on to earn five advanced professional designations in insurance, employee benefits and financial planning, before shifting his primary focus to leadership and organizational development. With his leadership, RSI was a pioneer in Open Book Management, Lean process implementation, The Collaborative Way and the Malcolm Baldrige Quality Program. Yet through it all, it was RSI's unique corporate culture that was the foundation for its success.

## Testimonials

“One of the top 3 speakers I’ve heard in over 12 years!”

- Customer.

“Finally! A simple, easy, comprehensive plan to engineer corporate culture that can be taught in 3 hours or less. Kudos to David!”

- Customer.

### David Friedman

#### Speech Topics

- Peak Performance
- Organizational Skills
- Leadership
- Corporate Culture
- Coaching / Mentoring
- Business Strategy

