Business Performance Consultant and Author

Gregory P. Smith

Accelerating Individual and Business Performance

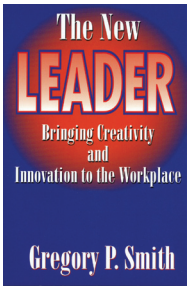
Recognized as a leading authority on talent management, leadership development and employee engagement. Greg helps businesses transform themselves into exceptional places to work that attract, retain and motivate people to their full potential.

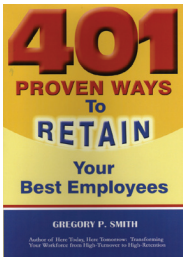
Smith's presentations are inspirational, informative and entertaining with a highly interactive style that connects with audiences. As a business performance consultant and author, Smith has addressed organizations in over 19 countries. He has designed training programs and spoken to hundreds of associations, organizations and businesses.

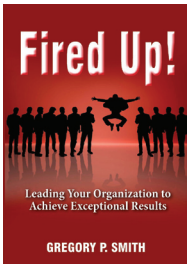
As founder and President of Chart Your Course International Inc., Smith helps executives and business owners **accelerate individual and organizational performance** and navigate through increasing rates of change. He helps design strategies and processes to grow organizations and implements business initiatives creating clearer direction, increased profitability, stronger executive teams, improved communication and happier and more productive employees.

Smith began his career on the front line as a U.S. Army Officer. He worked for the Army Surgeon General as senior consultant responsible for innovation, quality management and strategic planning for the U.S. Army Medical Department. In addition, he served on the Board of Examiners for the Malcolm Baldrige National Quality Award, the nation's highest honor for business excellence presented by the President of the United States.

Smith has **written and published over 350 articles and 11 books** including his latest, *Fired Up! Leading Your Organization to Achieve Exceptional Results.* He has been featured in hundreds of magazines and trade journals and has appeared on numerous television and radio programs, including Bloomberg Business News and PBS television.







A few satisfied customers

Ace Hardware Stores
American Hospital Association
American Management Association
American Public Works Association
American Rental Association
Associated Equipment Distributors
ASTD
AT&T
Bard
Baxter Healthcare
Bio Lab
Bobcat
Burger King
Central Intelligence Agency
CISCO
CNS Healthcare
Daewoo
Deloitte
Delta Airlines
Doors and Hardware Institute
E3 Associates
Employee Management Association
Ernst & Young
Excel Communications
Experian
Federal Reserve Bank of Chicago
Florida School Superintendents Association
Food Marketing Institute
Georgia Society of Association Executives
Hallmark Cards
Herzog Contracting Corporation
Honda
International CompuTex, Inc.
Jefferson State Bank
Kaiser-Permanente
KPMG
Michigan Restaurant Association
National Data Corporation
National Rental Association
National Restaurant Association
Peppermill Hotel and Casino
PPG Industries
Samsung
Society for Human Resource Management (SHRM)
Sony
Southwest Airlines
Sysco
Turner Broadcasting
U.S. Air Force
U.S. Army
Veterans Administration
Verizon
Wyndham Hotels
Yamaha
YKK

"Greg is a perceptive teacher, an inspirational speaker, a motivating preacher."

Northeast Independent School District, San Antonio

Gregory P. Smith

- ***President, Chart Your Course International Inc.***
- ***Publisher, The Navigator Newsletter,* 30,000 subscribers**
- **Member, Georgia Toastmaster's Hall of Fame**
- **Board of Examiners, Malcolm Baldrige National Quality Award**
- **Legion of Merit and the Order of Military Medical Merit, U.S. Army Surgeon General**
- **Harvard University's International Directory of Management Scholars**
- **Who's Who of Professional Speaking**
- **Selected as one of the nation's Top-Ten "Rising Stars" in human resource management, Human Resource Executive Magazine**
- **Eagle Scout**

Greg's Most Popular Topics

The Power of a Positive Attitude
People can choose to be negative or positive – it is their choice. You will learn how to become a leader, build enthusiasm and make a powerful difference to the lives of others. In his practical and motivational style, Greg unfolds a blueprint that has helped thousands of people empower themselves, transform others and drive a positive "can do" attitude. This session is designed to help human resource professionals and business people become change agents to improve performance and deliver powerful results.

Innovation Meets Bureaucracy: Making Hippos Fly!
Every organization faces two major challenges – innovation and bureaucracy. Innovation is the driving force behind growth, new jobs and new industries. Every person strives to be innovative, to be all they can be. On the other hand, bureaucracy drains the energy and creative ability and robs people the pride of a good job well done. In this interactive and educational presentation, Greg provides a transformation process that will quickly enhance performance creating a foundation of employee engagement, change and innovation.

Fired Up! Leading Your Organization to Achieve Exceptional Results
Every organization has the capability of achieving higher levels of performance. No matter what industry you are in, success depends on engaging the creative abilities and accelerating the performance of the entire workforce from the bottom to the top. Based on proven concepts, you will learn how to achieve measurable performance improvement results in a short period of time. You will learn how to design employee involvement and engagement programs that harness the creative abilities, accelerate performance and generate bottom-line results.

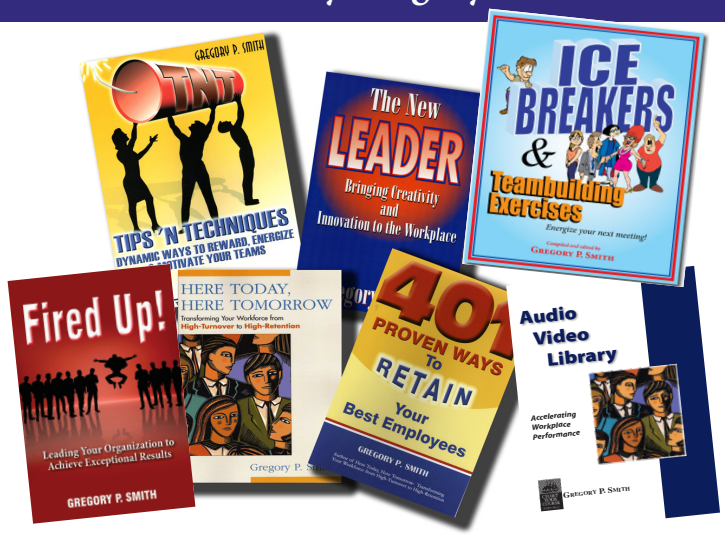
Gladiator Leadership:
Transformational Leadership for a Changing World
The personal actions of the leader is the most important factor in driving profits and retaining employees as well as contributing to the financial success of the organization. This session will provide attendees with the five key strategies that drive performance and inspire and motivate people to go above and beyond. You will learn how to reward, motivate, engage and coach people toward higher performance.

Here Today, Here Tomorrow:
Proven Ways to Engage, Retain and Motivate Your Top Talent
The key to success for any organization is the ability to attract and retain skilled and talented people. Good organizations make employee retention a core element of their talent management and organizational development strategy. Those that fail to make it a priority risk losing their top talented people to the competition. This session shows you how to design an effective talent management strategy that provides a comprehensive road map for not only attracting and keeping talented employees, but for motivating and engaging them to achieve a higher level of performance and productivity.

Fast, Focused and Friendly: The Essentials of Great Customer Service
Learn to create a powerful culture of exceptional customer service that permeates and drives the actions of the entire organization. This program will help you create a process that develops the right attitudes, behaviors and emotionally connects with your customers. Discover how to hire, manage and reward your employees so they act quickly, take responsibility and deliver a high level of service.

Additional topics include: Communication, Team Building, Organizational Culture Change, Hiring and Management Training.

Publications by Gregory Smith



"Greg provides a comprehensive road map for not only attracting and keeping talented employees, but for motivating them to achieve a higher level of performance."
Human Resource Executive Magazine

"As a result of your training we are now seeing measurable improvements in reduced turnover, increased sales, better customer service and improved communication and morale of all concerned."
Bates Ace Hardware

"Your interactive, engaging style helps everyone get involved in the process."
Hallmark Cards

"Your speech was upbeat and motivating - just right to charge our senior leadership."
U.S. Air Force

CHART YOUR COURSE INTERNATIONAL

Chart Your Course International
129 Bennett Mountain Trace
Chapel Hill, NC 27516

800-821-2487
770-860-9464

Chartcourse.com
greg@chartcourse.com