

A large, semi-transparent logo in the background consisting of the letters 'B' and 'D' in a stylized, overlapping font. The 'B' is on the left and the 'D' is on the right, with their right and left sides overlapping respectively. The logo is light blue and purple.

BRENT DARNELL

Motivational Speaker | Personal Coach | Consultant

INTERNATIONAL

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BRENT DARNELL | SPEAKER BIOGRAPHY

Brent Darnell is an international best-selling author and leading authority on Emotional Intelligence. He is Founder and CEO of Brent Darnell International, a training and consulting company that maximizes companies' success by tapping into the "soft" skills, or the Emotional Intelligence of each employee.

In his book, *The People-Profit Connection: How Emotional Intelligence Can Maximize People Skills and Maximize Your Profits*, Brent introduces his unique approach to teaching Emotional Intelligence skills to technically trained professions. He has been called "relevant to performance on every job and any industry" by Emotional Intelligence pioneer Kate Cannon and is a recognized expert in this field.

Brent earned his bachelor's degree in Mechanical Engineering from Georgia Tech in 1981. Prior to becoming an author, he held numerous positions in the construction industry as a Senior Project Manager and Mechanical/Electrical Coordinator on many construction projects. Because of these firsthand experiences, Brent speaks with a deeper understanding of his audience and the problems they commonly face.

A sought after speaker, trainer, and lecturer, Brent has spoken for numerous influential groups including the National Association of Women Business Owners in Atlanta, Design-Build Institute of America, and the Georgia Tech Alumni Association. But more than just a speaker, Brent is an experienced educator. He has taught masters classes in Emotional Intelligence at institutions such as Penn State, Virginia Tech, and Auburn. Brent has also donated his skills by speaking to dozens of Rotary and Kiwanis clubs throughout the Southeast.

The impact of Brent's unique programs spans the globe to places such as Stockholm, Sweden where he presented to a group from Nobia, a multi-national kitchen manufacturer and supplier. He has conducted presentations for notable construction companies such as Hardin, Skanska, Clark and McCarthy. Brent is an experienced speaker who has led hundreds of training sessions reaching thousands of participants. Over 70 companies in more than 15 countries have experienced Brent's life changing techniques and have become more efficient and successful as a result.

BRENT DARNELL | SPEAKING TOPICS

Brent's programs are available as keynote speeches, lunch-and-learns, half-day sessions, day or weekend workshops or full year programs. Below is a list of his most popular topics:

Full Steam Ahead: Emotional Intelligence - Foundation for Your Future

Through this program, Brent teaches the *foundation* of Emotional Intelligence. He examines its importance, how it is measured, how it can be improved, and the powerful results it has on your company's bottom line. Enlightening and entertaining, this program shows participants how to use relationship building skills to leverage the full power of their employees, both intellectually and emotionally.

Wellness for Life: Create Your Level of Peak Performance Now!

Through this program, Brent shows the correlations between the emotional and the physical and how by working on both, participants will receive better results. Participants will be able to take both health and emotional intelligence evaluations prior to the course in order to see their correlations. Real life case studies and hands on, individual work are highlights for this session.

Stop Pulling Your Hair Out: Stress, Burnout and Life Balance Issues

This program helps participants see the impact stress and burnout have on precision and decision-making. Brent shows how to identify stress and burnout in your employees before it manifests in the form of low productivity, absenteeism, and illness. In addition, participants will learn basic recovery techniques to overcome the stressors throughout their day. They will learn how to create a healthy work environment and be more energized and productive.

Primal Safety: A Gut-Level Approach Using Emotional Intelligence to Enhance Your Safety Program

This program caters to the "highly independent" alpha males in the construction industry. Brent demonstrates how a simple focus on emotional competencies can turn your safety program around. By tapping into the *emotional* part of safety, your employees will start to naturally work safer, instead of rebelling against rules and policies. The business will reap the financial benefit of them doing so, allowing the company to build a well respected reputation around this increasingly important metric. Your people already know what to do. This program motivates them to actually do it.

Relationships: From the First Handshake and Beyond

This interactive, hands-on workshop takes participants through each step of creating and maintaining relationships. They will learn effective ways to introduce themselves and that crucial first handshake. They will learn how to remember names and how to follow up. They will learn to effectively network and create relationships that will help create and drive future business.

Teamwork and Trust

One survey said that there are only two occupations with a lower level of trust than contractors: television evangelists and used car dealers. Brent's Teamwork and Trust presentation focuses on the root cause of mistrust in the construction industry and how to break these patterns to improve your company's reputation. Participants will learn what differentiates a group from a team and a team from a high performing team. They will also learn team dynamics and how to overcome team issues that lead to failure.

Killer Communication Skills

Through this presentation participants will gain the essential basics of powerful communication. They will learn the pitfalls of communication and how to communicate clearly. They will also learn how to motivate and persuade others without resorting to the traditional command and control approach.

Presentation Skills: How do People Perceive You?

This enlightening workshop shows participants how their posture, voice and movement affect an audience both positively and negatively. They will learn how to use these factors to create more effective, memorable presentations. From storytelling to metaphors, participants will learn the techniques behind creating interesting and inspiring speeches.

Mirror, Mirror on the Wall: Poor Industry Image

Year after year, construction jobs are ranked near the bottom in terms of desirability. This program will help you get to the heart of the issue and show you how to excel in this area. Using Brent's Emotional Intelligence-based approach, your company can reap massive rewards by differentiating your value proposition, recruiting the best employees, and learning how executives and managers play an important role in improving the industry image as a whole.

Coaching and Mentoring

Through interactive discussion and real-life examples, participants will learn the basics of how to coach and mentor their direct reports. This program discusses how to create meaningful reviews that will increase performance and retention. Gone are the days of the perfunctory annual review. Now employees must receive guidance, feedback, coaching, and mentoring year round for leaders to pull out their best performance.

Easy Killer: Coaching Alpha Males

Technical industries are full of alpha males, driven individuals who are results-oriented performers, but can't get along with people. Brent's insightful presentation teaches managers how they can improve the "people skills" of their toughest employees. His techniques show a keen awareness of various personality types and introduce the most effective means of turning selfish and skilled task masters into self-aware company leaders.

Training Is for Dogs: Stop Wasting Money on Training - Create Real Behavior Change and Increase Performance

American companies spent \$129 billion in 2007 on training in an attempt to create behavioral change in their employees. Most of training is technical in nature, yet most measures of business success are in customer satisfaction? What's wrong with this picture? Most soon find out that a pure lecture-based approach to training, especially for "soft" skills, is ineffective. This program takes an *Emotionally Intelligent* approach to training, using interactive and dynamic exercises to create lasting behavioral change.

Throw Away the Box: Inspire Genius and Innovation with Creative Thinking Techniques

Through the use of experiential exercises, Brent helps professionals improve the creative thought process. They will learn how to generate ideas and think laterally instead of the traditional linear problem solving approach. He uses exercises and improvisational storytelling to get participants thinking "outside the box." This program is designed for any company that desires to stay ahead of the curve in a competitive marketplace and wants to inspire everyday innovation.

Like Clockwork: Introduction to Systems Thinking

A clock is a collection of hundreds of intricate parts all finely tuned to work together to achieve a consistent result. A company and organizational team should operate in much the same way. This program takes participants through the basics of systems thinking, teaching how to approach problems from a systems point of view instead of a short term "band-aid" approach.

Customer Service: How to Win over Owners and Secure Future Work

Brent's customer service program translates the often nebulous concept of service into *real behavior*. His groundbreaking techniques allow him to translate Emotional Intelligence theory into a language that construction professionals understand, internalize, and embrace. Your company will reap the financial benefits of more repeat business and ultimately be able to achieve greater margins on the increased quality of work.

Tightening Up the Ship: Quality and Productivity

When you run a tight ship everyone works together, following the captain's orders. While this is the ideal way to run a company, it is not often the reality of what takes place. This program focuses on the *relationships* between managers and employees and how to improve these relationships and improve quality and productivity. Brent teaches the techniques behind tightening up your own ship by tightening up the relationships and communication that exist within your company.

Talk It Out: Communication and Knowledge Sharing

Knowledge is a firm's most valuable resource. Brent will teach you how to tap into this reservoir of knowledge and utilize it more fully within your organization. Find out how to create learning organizations where employees will share best practices, cross train, and rely on each other for the answers to tough problems.

Get Green: Environmental Issues

According to the United States Green Building Council, the demand for "green" buildings is rising dramatically in the United States and around the world. This increase is fueled by the advantages that green buildings have over conventional construction. Brent will open your people's eyes to what green building means to them and why it is in their best interests to develop knowledge and skills in this area. Find out what to do *prior* to embarking on your green building journey.

Nail the Interview, Get the Job

They've called you in for an interview. So what do you do now? How do you dress? How do you act? What do you say? What are the keys for making a lasting impression? This hands-on workshop gives you everything you need to know to wow the interviewers. It is applicable for individuals looking for a job as well as company teams looking for projects.

Why Most Training Is a Waste of Time and Money: Create an Environment for True Learning

American companies spent \$129 billion in 2007 on training and development. According to the latest neuroscience, the worst environment for learning is people sitting in chairs listening to a lecture, or worse, death by Power Point. This workshop lets you know how to create a learning environment using the latest neuroscience so that attendees will learn and retain and apply the information. Bring your Power Point presentations and let us transform the way you teach so that participants learn, retain, and apply the information.

Human Resource Issues in the Construction Industry: From Recruiting to Succession Planning

Brent will educate participants on what it takes from an HR standpoint to attract employees with different values and work styles than those of the past. The organizational culture of human resources needs to be able to adapt to the ever-changing workforce. This program helps companies develop a strategic plan to ensure the recruitment and hiring of quality employees.

Dude, When am I Going to be Vice President: Cross-Generational Management

Generation X and Y are different than their predecessors. They have a strong voice, are technically advanced, and aren't always motivated by traditional incentives. This program teaches leaders how to work with the rising generations, how to leverage their strengths, and how to motivate them.

We Are the World: Multi-Cultural Issues

As companies expand internationally, they encounter many different cultures in both clients and employees. Brent tackles the many different aspects of diversity that affect the way we interact and do business. This program allows employees to explore each other's diversity in a safe framework. Brent will talk about how to take diversity into account in terms of leadership styles, teamwork, and decisions making.

THE PEOPLE-PROFIT CONNECTION: HOW EMOTIONAL INTELLIGENCE CAN MAXIMIZE PEOPLE SKILLS AND MAXIMIZE YOUR PROFITS (1st Edition, 2002-self published-sold 2,000 copies)

THE PEOPLE-PROFIT CONNECTION: HOW EMOTIONAL INTELLIGENCE CAN MAXIMIZE PEOPLE SKILLS AND MAXIMIZE YOUR PROFITS (2nd Edition, 2007-self published-sold 7,500 copies)

THE PEOPLE-PROFIT CONNECTION: HOW EMOTIONAL INTELLIGENCE CAN MAXIMIZE PEOPLE SKILLS AND MAXIMIZE YOUR PROFITS (3rd Edition, projected 2010)

THE TAO OF EMOTIONAL INTELLIGENCE (unpublished form)

FROM THE HEAD TO THE HEART: EMOTIONAL INTELLIGENCE FOR TECHNICAL PEOPLE (unpublished form)

YOGA AND MEDITATION FOR TOUGH GUYS (unpublished form)

COMMUNICATION AND PRESENTATION SKILLS FOR TOUGH GUYS (unpublished form)

RELATIONSHIP SKILLS FOR TOUGH GUYS (unpublished form)

STRESS MANAGEMENT, TIME MANAGEMENT, LIFE BALANCE FOR TOUGH GUYS (unpublished form)

COMMON COURTESY: HOW TO GET WHAT YOU WANT AND SAVE THE WORLD JUST BY BEING NICE (unpublished form)

THE PERFORMANCE OF PRESENTATION (unpublished form)

MUSIC AND MEDITATION CD (self published)

PRIMAL SAFETY COLORING BOOK (self published)

BRENT DARNELL | FEE SCHEDULE

GROSS SPEAKER'S FEE

**Excluding travel*

KEYNOTE FOR LARGE CONFERENCE:

\$15,000 to \$25,000

KEYNOTE FOR COMPANY MANAGER'S MEETINGS:

\$7,000 to \$12,000

*with agreement that books are purchased for all attendees

FULL DAY FACILITATION:

\$5,000 per day

HALF DAY FACILITATION:

\$3,000 per day

- Local area speaking engagements are the same fee.
- Non-profit organizations can be negotiated to their budgets.
- All travel will be paid including airfare, hotel, car rental, and meals.
- Any flight over three hours will be business class or higher.

BRENT DARNELL | AUDIO & VISUAL NEEDS

- LCD Projector
- Screen
- Audio to provide video sound
- Internet Access
- Flip Chart or White Board with Markers

BRENT DARNELL | REFERENCES

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