



BRYAN DODGE
Dodge Development, Inc

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Bryan Dodge – Building Better People

Bryan Dodge is passionate about stirring up the best in people. Through his energetic and educational approach, Bryan inspires individuals and organizations to ask one crucial question: Why? Why choose this job, this purpose, this belief? Bryan believes that once you know the “why,” then you will recognize what is important to you—and how to make the changes necessary to prosper personally and professionally.

Consistent
Upward
Growth

Building
Loyal &
Committed

Awakening
Potential

My Promise

"I promise to energize your life, your team, and your company as if it was the first day on the job.

I promise to stretch your people so they can see why it's so important to make the needed changes.

I promise to research the products, services, and philosophy of your company, and bring contagious energy that will fuel your success.

I promise to focus your people so they move forward, and I will inspire them to embrace change.

I will help you achieve your personal and professional goals earlier than you expected, while maintaining a work/life balance approach that is sustainable and will last over time."



Bryan Dodge
President/Owner
Dodge Development, Inc.

"I'm writing to express my thanks for the privilege to listen and learn from you. I have heard a number of speakers like Zig Ziglar, Colin Powell, and more but none as enjoyable as you."

Steven Pinewski
President of Pinewski Builders, Inc
Northwestern Lumber Association

Bryan Dodge's Biography

- Born in Colorado Springs, CO on July 12, 1957
- Graduated from the University of Nebraska
- Sales Correspondent with Elanco 1980-1987
- Awarded Elanco's prestigious sales "Mac Award"
- Started Results, Inc., a company aimed at promoting educational seminars throughout the United States and Canada
- Sold Results, Inc. to focus on sharing his leadership expertise and knowledge directly with audiences nationwide
- 28 years of experience delivering thousands of presentations to clients as diverse as Fortune 500 corporations, community organizations, and family-owned businesses.
- Bestselling author of "The Good Life Rules: 8 Keys to Being Your Best at Work and at Play," published by McGraw-Hill, and co-author of "Becoming the Obvious Choice: A Guide to Your Next Opportunity."
- Hosted the "Build a Better You" radio program which aired on WBAP820 AM and KLIF 570 AM News
- Bryan has been married for more than 30 years, and is dedicated to his wife, three children, and two grandchildren. His experiences as a husband, father and grandfather have taught him the importance of achieving a successful work-family balance.

"You hit the nail on the head with so many comments and reinforced all the ideals and messages we have been trying to convey. Your words made each of us feel as if you were speaking directly to us. So many of us left that meeting, not only wanting to be better managers, but better people as well. Thank you for that gift Bryan."

Linda Williams, COO
Whaley Foods

Speaking Topics

Powerful programs customized for your business

Bryan Dodge is one of the nation's leading educators. Dedicated to empowering people to be their best, Bryan is an expert on the topics of upward career growth, awakening potential, building loyal and committed teams, developing sales savvy, win-win negotiating, and balancing work and family.

Bryan offers targeted programs to meet his client's needs. Bryan doesn't believe in boilerplate presentations centered on a limited number of topics. Instead, he offers meeting planners flexibility and versatility:

Bryan's areas of expertise include:

- Leadership
- Communication
- Team Building
- Time Management
- Goal Setting and Achieving Goals
- Negotiation
- Consultative Salesmanship
- All Aspects of Personal and Professional Development

Bryan will create a customized program to reflect a meeting's theme or a client's desired message!

In every presentation, Bryan gives his clients an inspiring, educational and actionable experience. Bryan blends an engaging, energized approach with practical techniques and tools that empower his clients to immediately start tapping their full potential.

"Thanks so much for the time and preparation you put into speaking to our group. I can't remember the last time I enjoyed listening to a speaker instead of being bored. Thanks again for your fresh approach, entertaining and exciting ways of learning or relearning things that I have let set idle for too long."

Ken Bridwell
JM Clipper

Leadership

Bryan Dodge's authoritative teaching style will inspire you to recognize the most important ingredients needed to elevate your leadership. This one of a kind message is life-changing, and will alter how you view your responsibilities. He will reveal the intangible qualities that will take your skills to the next level, including the three most important laws of leadership and how to implement them. He will demonstrate how you can help your people overcome the challenges that are inhibiting their performance, plus critical elements of integrity and trust that are paramount to success. Bryan will outline the most important strategies you can employ to eliminate bad habits, and how taking the time to implement good habits will take your leadership to a whole new level!



Bryan's audiences are amazed at how much knowledge they gain in the short time he spends with them. His magnetic charisma and passion for helping people grow present a compelling delivery that will move and inspire not only the hearts and minds of the audience, but also their spirit and desire to achieve life changing results.

Learning objectives:

- Why taking ownership of leadership both at work and home is important
 - What is the biggest problem in leadership today
 - The power of coaching up instead of managing down
 - How to get your team to work harder when you're not in the office
 - How to create unstoppable chemistry within your team
 - Bryan's personal, and favorite formula for success
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Communication

In this high-impact session, Bryan provides the inspiration, insight, and need-to-know information that helps participants gain new communication skills and refresh old ones. Participants evaluate their own communication skills and learn the steps needed to become effective communicators. This session includes the top seven ways you can get control of your emotions. Learn how to translate thoughts into presentable, easy to understand dialogue that is both persuasive and effective. Re-visit the lost art of listening, and the importance it has on becoming a master communicator. Bryan also emphasizes key communication practices that will energize and sustain winning teams.

Other key take-a-way's include:

- How to say more in less time
- The "do's and don'ts" of communicating with a team
- Studying techniques - how to translate what you read to verbal expression

Team Building

You will learn effective team-building skills that are essential to developing group dynamics. Bryan will explain in detail five sources of inspiration that will motivate your team to work more effectively, even if you're out of the office! He'll cover the key factors in human development that correlate directly to individual growth and team evolution. The end result is creating the momentum and sustainability needed to succeed in today's ever-changing marketplace.

Bryan's program is refreshing and entertaining, yet informative and educational. His dynamic teaching style keeps the audience fully engaged!

More take-a-way's:

- Understand the most important element in creating loyalty
 - Learn the keys to proper self-talk designed to build self esteem and self worth
 - Be skilled at creating chemistry
 - How to get your people to work together
 - How to let go of the past and be excited about the future
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Time Management

Learn how managing your time can enhance your productivity both at work and at home. This dynamic program focuses on organizing, maximizing, and simplifying your day to day tasks to get the most out of your day. Bryan will teach you the two types of pain, what they are, and why you must pick one. He'll introduce you to the four essential steps of time management and how to facilitate those steps. You'll learn the necessary techniques to make every minute count.

Key points:

- Achieve balance between work and home
- Learn where energy really comes from, and Bryan's 3 favorite words, "Bring Energy Home!"
- Learn the 48-hour system that allows time to become your friend
- Learn how to prioritize
- Learn specific ways to get more done in less time

Goal Setting and Achieving Goals

In theory, almost all people know the value of setting goals. Yet most individuals procrastinate and fail to follow through, or they have no comprehension of how to set those goals effectively. Bryan's goal setting program teaches a powerful, step-by-step methodology that's not only effective, but simple to implement and manage. He'll explain "The Truth of Diminishing Intent" (the 48 Hour Rule) and how overcoming the three most common obstacles in goal setting will lead to a more fulfilled life. You'll learn four characteristics that are essential to setting realistic goals, and the primary benefits that come from doing so in writing.

By emphasizing the many benefits of proper goal-setting, this program becomes a powerful catalyst and educational experience that will change your life!

Take-a-way's:

- Understand why goals must be written
 - Understand the true definition and purpose of a goal
 - Learn how to manage your fears, failures and setbacks
 - Learn how to conquer procrastination
 - How to create a NO list!
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Negotiation

In a good negotiation, both sides need to feel they have won. Negotiation is primarily an exchange of satisfactions. One party can win more than the other, but neither would see themselves as having lost. This is the key to developing a “win-win” negotiating strategy.

No one can help you understand the fundamentals of negotiation better than Bryan. In this dynamic program you will learn the top five facts of successful negotiation, and the underlying factors these facts contribute. You will learn what the key characteristics of a great negotiator are and how you can utilize them in all three stages of the process. Bryan will outline the seven laws of negotiation that are critical in maintaining control of the conversation.

More learning objectives:

- Learn what non-verbal actions to look for
- Master the art of questioning to gain needed information
- Learn the importance of patience and keeping your emotions in-check
- Learn how to plan ahead and gain the advantage
- Learn how to evaluate your communication skills and what to work on

Negotiating is a skill. Like all skills, you can develop good negotiating techniques. Bryan will deliver a program that is designed to reinforce fundamentals and to improve existing expertise. Bryan’s engaging personality and masterful delivery make this a must see program! Your team will come away energized, motivated and ready to put to use the exciting techniques they have learned!



Consultative Salesmanship

The ultimate goal of this program is to help guide, coach, and encourage people in sales to master a new level of professionalism. Why did you choose sales as a profession? How can sales be your best friend? Bryan will re-emphasize the fundamentals and introduce you to the characteristics of high-level professionals. Discover fifteen ways you can improve your first impression. Master the top seven tools of the sales profession and learn why it is so important to continue honing your skills. This program will include some basics of the negotiation program including use of questions, planning ahead, and evaluating your communication skills. Learn how to keep your sales career on an upward track, and how to avoid the mistakes that can slow it down.

Learning Objectives:

- Discover why it is so important that customers see you as a solution-provider
- Create the chemistry and energy that draws in new business
- Learn how selling has changed and what the consultative approach is
- Understand the true power behind the close, and how to increase your closing ratio
- Determine the secrets of creating customer loyalty
- Understand the key points of successful negotiation
- Learn secrets in shortening the sales process
- Discover how to become the master of prospecting



Personal and Professional Development

Professional speaker, author, and national business consultant Bryan Dodge will open your mind and heart to help you focus on the most essential aspects of life. Most importantly, he will inspire you to reach your full potential, both at work and at home. To accomplish this goal, Bryan teaches a stair-step method on how top producers and effective leaders keep on the cutting edge and continue to achieve day to day excellence.

Bryan's message on personal and professional development focuses on three key areas. First, he will show you how to have your best year ever. Second, he will coach you on how to create consistent upward growth in your life, and third he will train you on how to harness the power of personal energy!

Take-away's

- Learn the primary disciplines that create habits
- Create upward and consistent results in day to day endeavors
- How to apply the E-A-T Philosophy which will set you apart
- Utilize goal setting in a way you have never heard of before
- Maintain balance between work and home
- Apply the "Three Laws of Leadership" that give companies a competitive edge
- Focus energy and creativity for greater results
- Take charge and achieve superior results in every aspect of your life
- Discover how to benefit from the "Triangle of Change"

Bryan touches his audiences through his own gift of inspiration and encouragement. This helps provide you with a clearer vision to making better decisions and better choices. The best part of his message is that his delivery style makes learning fun and memorable! You will leave this program awakened and enlightened, and best of all you will have a clear path to building a better you!

"I have heard Bryan speak five times and each time I gain some new insight from him. Our clients got a tremendous take-home value from our conference in September and it would be impossible to measure the positive impact."

Wayne Croswell
Texas Tire Dealers Association

Business Consulting

Bryan Dodge, and the Dodge Development team, offers a range of business consulting services to make your company the best it can be. Bryan can help you strengthen your business' mission statement, its standard operating procedures, and even its benefit package.

Bryan Dodge has a track record

With over 28 years of experience in personal and professional development, Bryan Dodge and the Dodge Development team have a proven record of helping companies achieve their goals. Bryan is an expert in helping businesses thrive. He is especially adept in equipping companies and family businesses with the tools they need to succeed, such as:

- Assistance in developing a clear business strategy to promote consistent upward growth
- Creating a strategy that encourages solid business ethics and a culture of moral practices
- Human resource management and development tools to ensure that employees are placed in positions where they will succeed
- Leadership training to build teams that are committed, loyal, and that generate results
- Inspirational techniques to create and maintain an upbeat, positive and productive work environment

Bryan Dodge and the Dodge Development team also provide services such as the following:

- Financial services: financial standard operating procedures, payroll services, and accounting
 - Employee benefit programs: medical, dental, vision, accident, critical illness, disability, and life insurance; flexible spending and health savings accounts
 - Hiring services: position listing, interview scheduling, applicant contact and correspondence
 - Mission statements: research and creation of a statement that is industry-specific and that fits the company's goals
 - Organizational chart creations, company manuals and vision statements
 - Methods of gathering and organizing data flow
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Executive Coaching; Join the Movement to a Better Life with Dodge Development's Exclusive Coaching Programs.

Contact us today and get your free assessment, no obligation!

The Dodge Development coaching program is designed to bring out your best, and elevate your life journey to a level you've never imagined before! Our exclusive process is unique, and uses a system of pre-designed modules that you choose, and that covers all aspects of personal and professional evolution! We promise that you will experience a profound difference in how you manage your health, your work, your home life, and how all three can work in complete harmony! Furthermore, our programs are designed to enhance your interpersonal relationships, instill personal accountability, and set workable, achievable goals that lead to a better you!

Most people today face all kinds of challenges and at all levels of their life. Everything from balancing home and work to not having enough time in the day to do either. Managers face the challenges of handling a heavy workload with the burden of keeping their people engaged and motivated. Team members face the same increased workload and the pressure to deliver results sooner, leading to a sense of being overwhelmed and underappreciated. All of this can create intense stress that not only affects your performance, but carries over to your home life, which by the way has its own set of challenges!

Obviously, this can snowball and get out of control really fast!

The next thing you know, responsibilities are slipping through the cracks, and an "I don't care" attitude begins to develop. You find yourself complacent which starts to affect everything, how you handle criticism, how you handle daily challenges, *even how you talk to you wife and kids!*

This is where an intervention is needed.

Think about this; Think about being able to approach your day in a whole new way, a way that gives you complete control. If you were able to rise above all your day to day challenges and not only handle your current situation with ease, but actually improve upon it to the tenth degree, what would be the result?

I'll tell you.

Your employer would notice the change and be impressed with the way you delegate and execute your responsibilities. They would notice how much more motivated and happy your team members are. Not only would your career take off, but your family life would benefit tremendously! You'd actually have more time to interact with family and be a better husband or better wife. Losing sleep because of stress would be a thing of the past and you'd be able to do so without mulling over the insane amount of work on your plate the next day.

Your renewed attitude would rub off on all those around you, and that positive energy is what brings out the best in people!

If this sounds appealing, then take a look at some of our clients that have benefited and seen big transformations from Dodge Development's Coaching/Consulting Programs.



Join Our Client Family



AND MUCH, MUCH MORE

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How can we support you and your business?



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