

Les Garnas

President at Trust Paradigm

Haverford, PA, US

Trust & Networking Expert

Biography

Les Garnas, has used his thirty-five years of practical business experience to coach the young and eager, as well as successful business people to even higher levels of success. As one who has walked in the shoes of salesmen, people managers, department heads, and corporate executives, Les has consistently used his skills as an adult education specialist through his own businesses, to groom others for success. Les is a strong believer in helping to build self-esteem in others as the foundation for future achievements. He is highly skilled in the art of one-to-one coaching and motivation in the areas of sales, sales management, leadership development, strategic thinking, teamwork, relationship management, executive communications and the art of developing emotional competence. His many and varied experiences in working with over 2,000 professionals has led to his writing two books about business-centered networking: *How to Use People to Get What You Want and Still be a Nice Guy!*, (Petersons, 1994) and most recently, *Business Networking Simplified* (For the Internet Age, Edgemark Publishing, 2012). Both books underscore the value of committing to developing networking "sweat equity" in building one's career, keeping a good job, getting a better one, or, in these uncertain times, regaining lost momentum for downsizing victims. Les is passionate about helping people to understand and embrace the value of change, with an ever-constant focus on personal and professional growth and development.

Availability

Keynote, Author Appearance, Corporate Training

Industry Expertise

Training and Development, Management Consulting, Business Services

Sample Talks

Trust in Business

Relationship trust is assumed by many sales people. Basic trust-- filling orders, being responsive, providing follow-up is mostly, done well. Relationship trust is incomplete until the more challenging aspects of trust come into play in satisfying customer's needs--like: "He treats my business like it is his own" "Interested in me and my professional success". Those who extend--relationships, clearly differentiate themselves from others. Doing it well, helps build careers.

Accomplishments

Businessman. Educator. Author.

Les is a strong believer in building achievements by others through the development and nurturing of self-esteem in those he works with. He is expert at group facilitation, has developed many specialized workshops and custom-designed motivational coaching programs for individuals and has taught his effective techniques to more than 2000 practice professionals, corporate managers and supervisors over his career.

Partial List of Clients

Eastman Kodak Business Week Mc Graw Hill Companies Shearman & Sterling Hughes Hubbard & Reed Rimon Law Firm Johnson & Johnson Companies The Connecticut Lottery Corporation Drake Beam Morin Juran Institute BDO Seidman Price Waterhouse The Financial Times Conferences, United Kingdom de Baak, The Netherlands BDO CampsObers, The Netherlands IDOM, Bilbao Spain

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