

Patrick Morin

COO at BrightHammer

Richmond, VA, US

The speaker even Dale Carnegie Inc. calls when the event MUST succeed! A dynamic expert that makes planners look good and audiences rave.

Biography

Patrick Morin is the president and COO of BrightHammer, LLC. a venture firm that specializes in strategy development with an emphasis on sales and marketing. BrightHammer works with select start-ups, growth companies, and turnarounds to stabilize operations and ramp up and employee performance. It is retained by clients in the multifamily, banking & insurance, real estate, and professional services industries to improve sales, competitive position and revenue growth. Prior to his current engagement, he was Senior Vice President with Cornerstone Realty Income Trust, Inc., a \$1.5 billion New York Stock Exchange-traded company that owned and managed over 24,000 apartments. Before joining Cornerstone, he was with Dale Carnegie Training and was a certified instructor of all Dale Carnegie programs but specializing in The Sales Advantage and High Impact Presentations. Quality surveys completed by participants placed him in the top three of Dale Carnegie instructors globally and he was a member of the elite Global Delivery Team. Mr. Morin has consulted with over 400 companies and thousands of individuals in helping them achieve business and personal objectives through peak performance development. As a professional member of the National Speakers Association, he has conducted over 1,100 keynotes and training meetings for business, industry, government, and community groups. Mr. Morin appears on television, radio shows, and in print as an authority in his field. Among those he's addressed are: AIMCO, Grubb & Ellis REIT, Integrity Property Management, International Association of Business Communicators, Coldwell Banker, NASA, the National Ground Intelligence Center, Wachovia Bank, and The McDonald's Corporation. He was educated at Oswego State University and holds degrees in Marketing and Economics. In addition to having served on the boards of several local charities, Mr. Morin served on the Board of Directors for Wintergreen Resort, CodeBlue Solutions, LLC, and Casa Mosaic. He lives in Richmond, Virginia with his wife, Kate and three sons.

Availability

Keynote, Panelist, Workshop, Author Appearance, Corporate Training

Industry Expertise

Professional Training and Coaching, VC and Private Equity, Real Estate Dev/Ops

Areas of Expertise

Creating Winning Sales Teams, Innovative Competitive Strategies, High Impact Selling, Competitive Corporate Cultures

Affiliations

CCIM

Sample Talks

The Art of Disruption: Systematically Outpacing, Outselling and Out-Innovating your Competition
Market ?disruptors? fundamentally change the way the world views, sells, uses, and perceives their services ? and, as a result, outpace their competition. Put yourself and your firm in position to disrupt your market and grab better share. This upbeat, high-energy, humorous keynote will leave attendees with practical, powerful ideas to bring innovation, inspiration, and execution to their business. Attendees will take away immediately implementable strategies clearly relevant to their roles.

Event Appearances

The Art of Disruption: Systematically Outpacing, Outselling and Out-Innovating your Competition
ICSC (International Council of Shopping Centers)

Checking Their Emotional Baggage?How to Deal with Real-Life Whack Jobs
State Convention: Alabama Medical Group Management Association (MGMA)

The Art of Disruption: Systematically Outpacing, Outselling and Out-Innovating your Competition
Virginia Council Of CEOs

Stand Up Eight Times: Achieving Under Fire
Keynote: Methodist Hospital All Nurses' Retreat

Turbo Charge Your Growth: Building The Ultimate Sales Force
MedTrade

Fixing Your Flat: Three Steps to Curing Your Burnout
Keynote: State Convention NY Medical Group Management Association (MGMA)

Education

Oswego State University
BS/BA Marketing and Economics

Accomplishments

Delivered over 1,100 keynote speeches.

Ranked in top 5 of Dale Carnegie Instructors globally.

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