



Speaking Services

Endurance America

Michael G. Kerrison

Best-Selling Business Author and Nationally Acclaimed Speaker

Michael Kerrison is founder and president of Endurance America, a management consulting firm dedicated to helping organizations with ideas, models, products, and training that lead to healthy sustainable growth.

His career began as a salesman for IBM where in 1975 he was awarded Rookie of the Year and in 1978 lead the nation in new accounts.

In 1979 he founded his first technology company – Computer Options, Inc. which was ranked # 149 on *Inc.* magazines list of the nations fastest growing companies achieving a five year compounded growth rate of 1,849 % and reaching \$ 26 million in sales in its first five years. He successfully launched two other firms. One was ranked the second fastest growing company in the state of Minnesota. Both reached multi-million dollar levels and were eventually sold to large international public firms.

Mike is the author of two exceptional books that have captured the minds and hearts of thousands of readers and have inspired the creation of the widely accepted Endurance America Breakaway Performance Architecture.

The broad appeal of Kerrison's Breakaway Architecture has captured the interest of executive teams throughout the nation. He has been in demand by a diverse set of clients, including a mix of *Fortune* 500 companies, *Inc.* 500 Recipients, schools, churches, non-profits, and sports organizations. His message is a perfect fit for corporate retreats, sales rally's, annual kick-off meetings, and seminars.

He has been recognized by *INC Magazine*, *Minneapolis Star Tribune*, *Booklist*, *Money Saver*, *WCCO*, and *Corporate Report*.

“Mike’s ideas are groundbreaking! He is funny, heartwarming, and unflinchingly honest. This powerful and inspirational message is a must for anyone building a business.”

*** Richard Cathcart, President & Vice Chairman, Pentair Inc.**

“While I knew Mike would be good, and my expectations were high, I had no idea he’d be that good. What a powerful message for leaders. Mike, you exceeded even my highest expectations.”

*** Kenny Holley, CEO, Midwest Automation**

“You have never let us down. That’s why we keep having you back. Your ideas and philosophy keep us challenged and energized.”

*** Heather Larson, Director of Shared Services, General Mills**

Listed here are the speaking topics derived from Kerrison's books and his thirty years of experience running businesses.

Topics:

“You Can't Fail, You Can Only Learn and Grow.”

“Gaining Alignment -- A Leaders Greatest Challenge”

“The Four Secrets of the Breakaway Sales Performer”

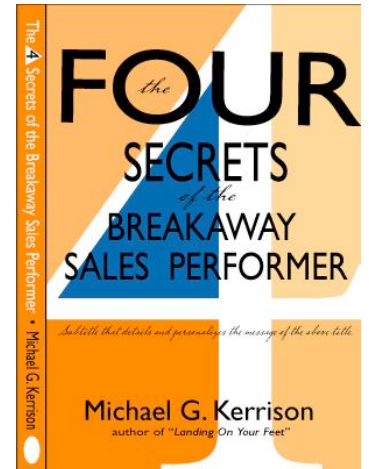
“The Elements of a Breakaway Corporate Culture”

“The Three Requirements for Sustainable Growth”

Kerrison's messages reach thousands of leaders every year ...

His latest engagements include ...

- National Association of Purchasing Managers
- International Supply Chain Council
- President's Council – American Management Association
- Oracle Sales Symposium
- Padua Franciscan Alumni Association
- Ohio University Alumni Association
- Methodist Hospital Foundation Fund Raiser
- Inc 500 Awards Ceremony
- Inc 500 Minnesota Council
- Midwest Builders Association Annual Meeting
- Lakes Area Realty Kick Off Meeting
- The Executive Committee Guest Speaker
- Rotary International Career Fair
- Wells Fargo Health Management Group
- Blue Cross Blue Shield Executive Renewal
- General Mills Shared Services Retreat



The Four Secrets of the Breakaway Sales Performer



Landing On Your Feet
A Story of Business Mistakes,
Survival and Mistakes

To schedule Mike Kerrison to speak at your next event, please contact Sherry Healy at (952) 746-4094 or via email: shealy@enduranceamerica.com.