



National Speaker &
Renowned Business Coach

Challenging Minds & Optimizing Business Growth

Referred to as **"The Business Sensei"...**

Ken Doyle has an amazing ability to deliver a clear message while entertaining his audience.

Ken Doyle's Topics will help your audience:

- Replicate their best business relationships to grow their businesses substantially
- Conquer the Growing vs. Managing Dilemma by optimizing their time
- Align themselves personally to create optimal motivation and results
- Overcome Obstacles and Excuses
- Sell themselves on themselves - Developing greater self confidence

Testimonials...

"I learned more from Ken in his half hour presentation than I learned from the coach I worked extensively with for 2 years. I can use the practical information I learned today to build my business every day. I truly see how you are different from all of the other self-proclaimed coaches and speakers out there."

-T.B., UBS

"Thank you! Ken, you managed to forge a path we have been trying to describe from the sidelines. Having all of our group be able to walk away with a proven step-by-step plan gave them a new vote of confidence and renewed their excitement about their businesses."

-Larry Stiver, Asset Strategies Group

**"Ken Doyle is a fresh voice of motivation
in an often mundane business world"**

Ken Doyle is a national speaker and top business coach of Financial Advisors in North America. His clients are from top financial firms such as UBS, Merrill Lynch, Morgan Stanley, Royal Alliance, Smith Barney, as well as many others. Over 50% of his clients are now self-made millionaires.

Ken's background is as rich and diverse as his clients. By the age of 30, Ken was Vice President of Liberty Funds in Boston with a corner office and led his team to one billion dollars in sales. Not long after this goal, he discovered that what he truly loved to do was help others grow their businesses. Soon after, he resigned his high-paying position, sold all of his belongings, and moved to California to develop a start-up company in the Training and Development industry alongside famous motivational speaker and renowned author, Sarano Kelley. Together, they quickly built a hugely successful business.

In addition to his speaking career, Ken co-founded Getting Results with Lauren Eichner. Together, they rapidly grew the business through their reputation alone. In 2007, Getting Results was considered for *Inc Magazine's* fastest growing businesses.

Ken's passion for business development is also reflected in his commitment to development of self. He is a Martial Arts expert, holding a black belt in Ketsugo Jujutsu. He often uses his art in his presentations and coaching, providing a greater context for his clients.

Ken Doyle's Hit Keynotes, Seminars and Workshops include:

- **SHOCKING YOUR BUSINESS BACK TO LIFE**
Overcoming the flatline (plateau) of production
- **STOP DRIVING YOUR BUSINESS WITH THE BRAKE PEDAL**
Aligning you with your business
- **FROM 100 MILLION TO 1 BILLION**
Lessons learned from coaching a Billion Dollar Team
- **EFFICIENCY IS NICE BUT EFFECTIVENESS RULES**
Stop being busy and start optimizing your activities
- **THE CHAMPION PATH - Creating a First Class Cabin for your business**
It takes just 4% of your relationships to grow your business by 64%

Clients include:

UBS
Morgan Stanley
RBC
Merrill Lynch
Royal Alliance
Sun Trust Securities
Greystone Consulting
Wachovia
J.B. Hanauer
Wells Fargo
FCI Lending
Citigroup

"Ken Doyle is one of the finest speakers I have seen. His style is a terrific mixture of enthusiasm, focus and joy. He has the unique ability to connect with everyone in the room no matter what the subject. Difficult concepts and theories are brought down to earth by relating his own experiences and perceptions with which we can all identify. His classes are wonderfully interactive and well paced, during which he becomes a cheerleader, coach, teammate and sensei. The pleasure of learning and discovering with Ken is one that I would heartily recommend to everybody."

-Paul Chong
President, Corporate Markets Group, Citigroup

"Ken's crystal clear insight paves the way for individuals to actually taste their own greatness. A born leader, Ken is dynamic, intelligent, funny and approachable. His wisdom far surpasses his years on this planet and his ability to ask just the right question, allows the individual to find their own truth."

-Sally Vail
Senior Vice President, UBS



Ken Doyle's Bio

National Speaker & Renowned Business Coach



Ken Doyle is the top business coach of financial advisors in North America, and is the author of two books: *The Journey: An Evolution of a Financial Advisor* and *The Champion Path: Double Your Sales With Less Effort*. Ken's audiences learn how to evolve a business by design which emphasizes relationship leverage and effectiveness. He will share his intimate knowledge gained from coaching top producers in a fun yet impactful way that all will benefit from.

By the age of 30, Ken was Vice President of Keyport Life Insurance in Boston where he led a team to one billion dollars in sales in only three years. After this milestone, Ken came to the realization that what he truly loved to do was to help others in growing their businesses. As a result, he resigned his position and moved to California where he started a highly successful business in training and development.

Ken's clients are from top financial firms such as UBS, Merrill Lynch, Morgan Stanley, Royal Alliance, Smith Barney and many others. Over half his clients have become self-made millionaires.

In 2002, he co-founded, with his wife Lauren Eichner, Getting Results Coaching, which was considered for *Inc. Magazines'* fastest growing businesses in 2007. He and Lauren are much in demand as they travel the country speaking about how to create "businesses by design" showing individuals how to make more money while also creating more time for themselves.

Partly drawing from Ken's longtime immersion in the ancient martial art of Ketsugo Jujutsu, he is famed for his wisdom and directness. His clients find tremendous value in hearing what others are afraid to tell them. His success is attributed to a close one-on-one relationship with his clients who appreciate that he tells it like it is. Many clients report that he is the most meaningful relationship that they have developed in their adult lives.

Recently, Ken developed RevenueBlitz.com, the first on-line business coaching website. Ken is proud that this program can open the door to his coaching and insights for those who may not be able to afford personal consultation.

"I believe that I can make an exceptional impact on people who choose to follow the path I have already helped hundreds travel down. It's not that I am magic or have a secret wand. I just believe in the power of accountability, vision and the art of discernment."

~ Ken Doyle

SHOCKING YOUR BUSINESS BACK TO LIFE

What do you do when you know your business could be more successful but you cannot figure out how to get it to the next level? Are you tired of producing the same amount of money? Do you feel like you are working more but earning the same amount of money?

These are common frustrations often heard from seasoned financial professionals. At some point in a Financial Advisor's career, their production flatlines or levels off to their particular comfort zone. They get stuck which leaves them frustrated, which saps them of the energy they once had for their business.

A great business is based on great clients. Ken will show participants how to develop a first class cabin for their businesses. He will show participants the process of how to Identify, Cultivate and Replicate their top tier clients; the clients that already supply 80% of the revenue. For a business to be highly successful, the producer must be inspired by his business and truly get the value he provides his clients! They don't have to wait for this to happen by accident; Ken's process will show them how to create this type of business.

STOP DRIVING YOUR BUSINESS WITH THE BRAKE PEDAL

Do you know what is getting in the way of your business?

It is not time.

It is not your clients.

It is not your broker/dealer.

It's you!

You are the major obstacle to growing your business. Stop getting in your own way and take the foot off the brake and put it firmly on the accelerator. Create a business by design that works in alignment with you.




In this presentation, participants will learn how to become responsible for all of their outcomes and clear up the communication issues that are thwarting their production. They will also learn the secret that keeps producers from prospecting High Net Worth clients.

Participants will discover the benefits of accountability and how to produce great results through structure. Ken will illustrate how he gets top producers to produce even more by getting them clear on their one sided walls and how to leap over them. Participants will discover the tips on how to stack the deck to win.

FROM 100 MILLION TO 1 BILLION

Perfect for high level producers, this presentation will uncover the lessons learned from coaching a Billion Dollar Team. Need we say more?

If someone has ten times the assets than you does that mean they are ten times smarter or more handsome? Of course not. They are simply doing a few things a little differently. Learn the secrets of top performing teams. Ken will share the infrastructure and secret documents which help them perform. Additionally, Ken will share the principles that make this team tick:

-  *Committed to the outcome and unattached from the result.*
-  *A commitment to coaching and outside perspective (similar to the function of a board of directors).*
-  *Being vividly clear on who the client really-is and not-straying.*

Ken will also leave participants with assignments they can use to begin the process of developing their own billion dollar team: A Team Code of Honor and a clearly articulated client experience.

EFFICIENCY IS NICE BUT EFFECTIVENESS RULES

Ken Doyle will get the producers who attend this presentation clear on what works to grow their business and what leaves them distracted. His tough, yet honest, approach encourages producers to take a hard look at the fact that most of what they do in a day is a waste of time and renders them feeling guilty at the end of each day. They will learn how the mind tricks them into believing they are being productive, when in reality, they are just completing tasks to make them feel busy.

Producers agree that growing a financial services practice is based on seeing people and speaking to them on the phone. Ken takes a deeper cut: it is about seeing and speaking to the right kind of people. He will help participants learn the art of discernment. They will discern what activities are most important in their day. They will discern who are the best people to be speaking to. Ken is a master of making people think and choose consciously what is most important for them to grow their businesses. In this presentation, participants will discover what keeps them from achieving their production goals and will learn a proven system to be tremendously more effective.

THE CHAMPION PATH - Creating a First Class Cabin for your business

In this presentation, participants will learn the inefficiency of trying to grow their businesses with the same sales activities they did in the past: cold-calling, mass-marketing, target-marketing and so on. The reason these 'old' methods are inefficient is that they no longer have the same amount of 'selling time' they once had. This lack of extra selling time perpetuates a frustration that keeps them on their plateau.

It is time to do something different; except most professionals are not sure what to do next as their training rarely goes this far. This leaves them playing the guessing game and wasting a tremendous amount of time (their most valuable asset) using the 'trial & error' technique. This program will give participants access to a concrete process laid out for them that takes out the guess work.

This presentation will introduce participants to THE CHAMPION PATH™, which leads people to doubling and tripling their businesses in as little as 12-24 months. The key is that this is a PATH, and by its very definition, a path is something that others have walked before enough times to create a clear and distinct direction. In THE CHAMPION PATH™, participants will learn how to replicate the top 20% of their book of business that provides them 80% of their income.

Keys to this presentation:

- 🎧 *How to IDENTIFY, CULTIVATE and REPLICATE your very BEST relationships.*
- 🎧 *How to put themselves in front of the RIGHT people with the RIGHT activities.*
- 🎧 *How to make more money and have more fun!*

