

Brennan Scanlon BIO



When one new person realizes a better way of doing business, one based on relationship, trust, qualified introductions, selflessness, appreciation and gratitude, and is willing to invest in the fundamentals of this process, this represents the moment in which Brennan Scanlon has succeeded. Brennan started in sales at 19, while attending Northern Kentucky University as a full time college student. He was given 6 employee benefit clients worth \$120,000 in annual premium. He grew that book to 50 employee benefit clients worth \$4.8 million in annual premium...all by referral. He graduated in May of 2001 with a degree in Communications with a minor in Marketing.

Brennan's first encountered BNI at age 19 when his job was to hit play on the VHS tape of Dr. Misner during informational meetings. Today, he is the Executive Director of 44 BNI Chapters & 1,100 members. Last years these members passed 38,000 referrals that resulted in \$38 million in closed business. Brennan is twice an International Founders Circle Member and was recently appointed to BNI's International Franchise Advisory Board. He is proud to be a 14 year BNI member, has given thousands of referrals, and has been thanked for over \$2 million in closed business.

Given what he learned in insurance sales and as an Executive Director for the world's largest business referral organization, Brennan has become a Keynote Speaker and Trainer for the Referral Institute having presented in Ohio, Colorado, Nevada, California, Maryland, Massachusetts, Louisiana, Kansas, Florida, Oklahoma, Virginia, and Illinois for Chambers of Commerce, Trade Associations, and various clients such as US Bank and Nationwide Insurance. He is an adjunct faculty member at the Carroll Community College-Miller Center for Small Business as an expert on Business Networking & Relationship Development. Brennan is a guest columnist for the Cincinnati Business Courier, the regions business newspaper, and was named in their 2012 Class of *Forty Under 40*, which identifies Greater Cincinnati's next generation of business leaders.

Finally, Brennan is co-authoring a book with the Founder and Chairman of BNI, Dr. Ivan Misner. The book, *Avoiding the Networking Disconnect*, is set to release in the fall of 2015.

He resides in Ft Wright, KY with his wife Katie and their cat Spaulding.

Please welcome, Brennan Scanlon.