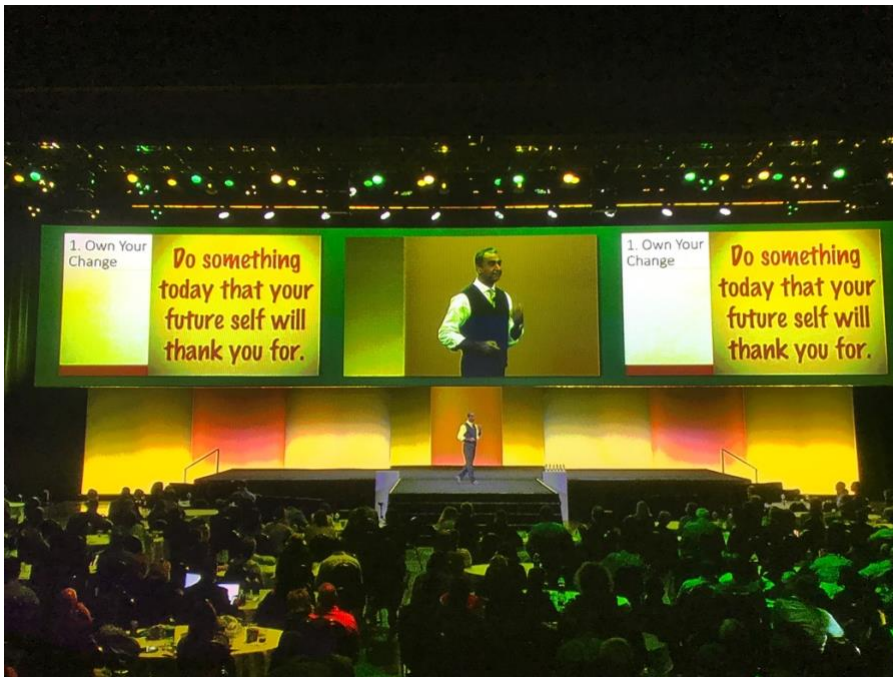


# BOB MIGLANI Bestselling Author & Speaker



1. Keynote speech on Embracing Change delivered to thousands of people – from sales leaders to professional associations to franchisees to corporate executives to conventions
2. Clear message
3. Professional speaker who can handle global and diverse crowds in many languages
4. Credible – paperboy, ran the family Dairy Queen, Corporate Executive at Pfizer Inc., Bestselling Author and Thought Leader
5. Wrote the book on Personal Change, literally – it's called, "Embrace the Chaos"
6. Fun, humorous storyteller who inspires people to move forward

#### Sample Clients:

BMS, Bank of America, Pfizer, Subway, Lands End, TIAA-CREF, Legal, Professional Associations, Doctors...

**We are living in times of profound change. To grow & succeed, we must learn to let go of the past, accept & own our change and move forward!**

**-Bob Miglani**

#### Contact information:

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[www.BobMiglani.com](http://www.BobMiglani.com) | [LinkedIn Profile](#) | [Facebook Profile](#) | @bobmiglani

# BOB MIGLANI BIOGRAPHY

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Bestselling Author | Keynote Speaker | Experience: Pfizer Inc. 23 years, Ran the family Dairy Queen | Advisor to CEOs



Bob Miglani is a Bestselling Author and Speaker who helps people embrace and adapt to change and disruption for personal and business growth. With over 25 years of real world experience at one of the largest companies in the world – Pfizer Inc., Bob is a credible, fun, relatable and effective motivational speaker.

Bob started his professional career as a Sales Rep for Pfizer Inc. in New York City, one of the most competitive places in the world, where he turned around a sales territory making it #1. Bob moved up the career ladder starting at the bottom and working his way up to being a successful executive creating new functions and opportunities, leading teams and working with customers and colleagues in over 30 countries.

Having experienced massive change in his job and career and turn it around to find success and meaning, Bob is a credible speaker who connects with his audience and helps inspire them to get re-engaged, motivated and ready to embrace change.

From running his family's Dairy Queen store when he was growing up to advising CEOs in times of change and disruption, Bob connects with people from all walks of life.

Born in poverty in India and growing up in a small town in the U.S., Bob learned the value of hard work by mowing lawns, delivering newspapers and running his family's Dairy Queen store, which was the subject of his first book, Treat Your Customers. Bob is an inspiring, educational and entertaining speaker who shares powerful lessons to help people embrace and adapt to change, transform and grow in their jobs and lives.

*“Sitting there thinking about change isn’t going to make us successful.*

*It is through focused actions little by little, day by day, that we create certainty and with it, a prosperous future.” –Bob Miglani*

## SPEAKING TOPICS

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**#1 Embracing Change**

**#2 How to Grow and Thrive in Times of Change**

**#3 Adapting to Change in the Workplace**

**#4 How to Change, Transform and Grow**



## What Do Clients Say About Bob's Speaking?

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“Bob Miglani is an incredibly inspiring and informative speaker. He has helped my team move forward and embrace the change that is the source of so much paralysis today. Our team was thrilled, inspired and left excited to take action.”

***Craig Weinstein, Director, Wealth Management, TIAA-CREF***

**“Bob was an excellent speaker on embracing change. Using examples from his own career in corporate America along with stories from his adventures in India, his parable-like lessons helped inspire us to view change not as a problem but as an opportunity. What a terrific speaker!”**

**-Roseann Burhenne, Flextronics Inc.**

“Bob Miglani is an inspiring speaker on embracing change. His passionate talk at our recent meeting helped our colleagues grow, develop and become more successful at taking action despite all the uncertainty we face as a business. His talk was grounded with real world experience told through stories and insights, which resonated deeply with our team.

I highly recommend Bob as a keynote speaker on change, uncertainty especially in business.”

**-Jaime Aranda, Director, Commercial Lead for Latin America, Pfizer Inc.**

**“Adapting to Change was a topic for our Board of Directors retreat and Bob's keynote on the topic was very well received. He did a great job at providing us**

**with insights and strategies on how leaders can adapt to change for success and growth. Bob is an excellent speaker.”**

**-Patricia Bourne, CEO, EQUUS**

**“Bob’s speech to our sales leaders on finding clarity in times of change was awesome. What a terrific speaker!”**

**-Dan Lyons, Tegna Media**

**“Bob did a great job at inspiring our colleagues to expand their thinking on finding stellar success in their roles and in their lives.”**

**-Dirk Reznik, CEO, Thermomix**

**“If your organization is going through change, you need to call Bob Miglani.”**

**-John Werner, President, IIBA**



# BOOKS BY BOB MIGLANI

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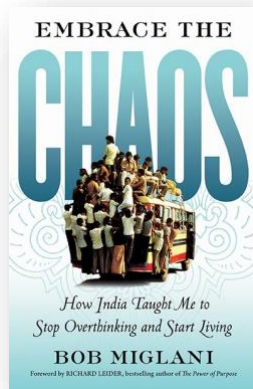


## **Treat Your Customers:** *Thirty Lessons on Service and Sales That I Learned at My Family's Dairy Queen Store (published by Hyperion)*

Full of fun, informative and memorable anecdotes and stories, Bob reminds us how to create a culture of delivering great customer service. For sales reps to customer service associates, this book helps managers create a customer centric organization.

*"Always replace a dropped ice cream cone"...about integrity*

*"Once in a while taste your own ice cream"...about seeing your business from your customer's perspective*



## **Embrace the Chaos:** *How India Taught Me to Stop Overthinking and Start Living (published by Berrett-Koehler)*

Stuck? Paralyzed by overthinking the uncertainty?

In this ground-breaking book, Bob Miglani teaches us to stop trying to control everything but instead redirect that effort to ourselves. To Accept the change, Stop Overthinking the future and begin Moving Forward in the here and now.

Full of 12 short stories about his trips to India, Bob's new book takes us to India and the lessons we can learn from everyday people about how to move forward through uncertain, unpredictable and complex times.

The world has changed. To grow and succeed, we must change with it.

## BOB'S SPEAKING STYLE

It's not about me. It's about you.

I want you to succeed in your goals.

I want you to succeed in your meeting, conference or retreat.

I am here to help you succeed in advancing your message through my ideas, stories, lessons and speaking. I share stories. And then give a very specific lesson or principle. Why? Because people remember stories. Most of us don't want someone telling them what to do. But we always value a good story.

- **Be uplifting, energetic, optimistic**
- **Share stories – people remember stories**
- **Be relatable – tailor the speech to the audience understanding their issues**
- **Give specific points that they can take back to improve their work and life**
- **Use real examples from corporate experience, personal life, small business, global business**
- **Satisfy the client's needs on what they need to achieve for the audience**
- **Empower the audience to take action when they leave**