

MICHAEL E. GOLDBERG

Speaker, Writer, Networking Strategist

Michael Goldberg is a dynamic speaker, writer, consultant and the founder of Building Blocks Consulting. He is an expert at helping sales folks and business owners gain more laser-like focus, attract more prospects to the pipeline, create more quality referral streams, and write more business!

Described by clients as a “spark plug”, Michael is a master at invigorating and engaging audiences. His style is “in your face” and high energy. His content is “real world” and can be applied immediately.

Michael speaks at conferences and associations, runs sales meetings, and delivers “results driven” programs on networking, leadership, communication, service, and career transition. When he tells an audience how to do it, they know he has already done it...and it works!

Clients include MetLife, Genworth Financial, Guardian Life, Amalgamated Life, AXA Advisors, Chubb & Son, Stop and Shop Supermarket Company, the American Cancer Society, and the New York City Police Department.

Michael has been published in numerous business journals and was recently quoted in the Harvard Business Review. He works extensively with the insurance and financial services industry and has been published in The GAMA International Journal and has spoken at LAMP and The Sales Mastery Forum . Michael has monthly columns in industry wide trade publications in the construction, architecture, and meeting planning fields and has been the source of articles in The MetroWest Daily News in Boston.

The Building Blocks to Success, Michael’s online newsletter, focuses on helping businesses in sales, service, communication, and leadership and reaches thousands of subscribers.

Prior to establishing Building Blocks Consulting, Michael worked in the hospitality industry operating restaurants for several of the nation’s largest restaurant corporations including Red Lobster, Bennigan’s, and Legal Sea Foods. When not working in operations, Michael taught a variety of college business courses and served as department chairperson. He also held regional training and management positions with Staples and a Boston based start up training company.

Educational background includes a Masters Degree in Training and Organization Development from Lesley University and Bachelors Degree from CUNY Brooklyn in Hospitality Management.

Michael is an active member of the National Speakers Association, serving as an officer to the regional chapter. He was asked to serve on The National Board of Advisory in his first year as a member of the National Speakers Association.

Michael is currently an award winning public speaking teacher at Rutgers University and frequently volunteers as a speaker at organizations focused on career search.

