

# Michael Goldberg

More Prospects! More Referrals! More Business

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## Testimonials

"Michael has done a great job in helping our advisors to not only understand the importance that networking has in growing their practices, but also how to implement proven strategies that maximize results at networking events. Michael has held sessions with our top producers and our new hires and is currently working with us to develop a curriculum specifically designed for our firm. I look forward to continuing our relationship and making networking a major part of our culture."

**-Paul Blanco, Managing Director, Barnum Financial Group**  
*an office of MetLife, Top MetLife Agency 2004-2008*

"Michael is an enthusiastic and highly motivating speaker. The research he does before conducting a program ensures that the materials are customized to the audience. He engages his audiences in ways that help him accomplish the learning objectives while allowing the group to have fun. He always models what he teaches. Participants leave his program excited to try the techniques he presents. Michael definitely walks his talk."

**-Elizabeth McDaid, Vice President, Field Sales Training, Chubb & Son**

"I was more than pleased; I was impressed with your presentation. I found your message not only interesting and informative; I was also impressed with your comfortableness and ease in presenting your message. All too often, when a speaker is trying to get a message across, they forget that their audience needs streams of information to be broken into segments separated by humor or story...yours did both. Your energized presentation was a breath of fresh air to the more "traditional" speakers which we have had in the past."

**-Michael S. Chille, Vice President, Aflac Northeast Territory Director**

"Mike has made a tremendous impact on our management team by helping them communicate more effectively in the recruiting and sales process."

**-Dominick Iorio, Vice President of Sales, Mid-Atlantic Agency Group** *an office of MetLife*

"Your energy and wisdom are infectious."

**-Matthew Berger, State Sales Coordinator, Aflac CT**

## Dynamic Speaker, Writer, Networking Guru

Described as a "spark plug" by clients, Michael is a master at invigorating and engaging audiences. Through seminar and keynote presentations, Michael helps sales producers, agency directors, business owners, and marketing staff learn and apply "real world" information and skills. His firm Building Blocks Consulting works with and is retained by clients that include MetLife, Aflac, Amalgamated Life, Securian Financial, Guardian Life, Chubb & Son, Prudential, Fox, and Roach, and AXA Advisors.

Michael speaks at conferences and associations, runs sales meetings, and delivers "results driven" programs on networking, referral marketing, recruiting, and sales presentations.

Michael has been published in numerous business publications including the *GAMA International Journal* and has been quoted in the *Harvard Business Review*. Working extensively in the financial services industry, he is a frequent contributor to *Horseshmouth.com* and has been a speaker at LAMP and The Sales Mastery Forum.

In addition to the insurance and financial services industry, Michael has worked in retail, technology, education, government agencies, manufacturing, distribution, and non-profit.

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

