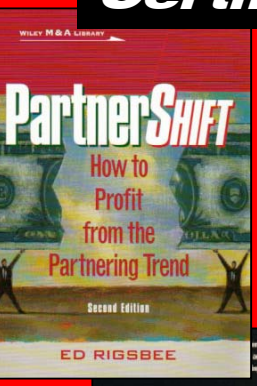
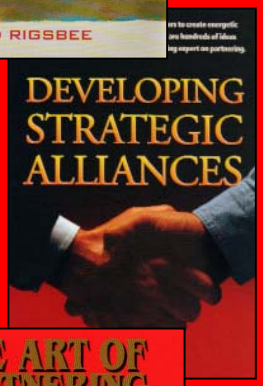
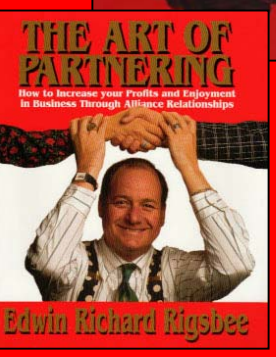
Ed Rigsbee

Certified Speaking Professional







PartnerShift to Outrageously Successful Relationships: Learn how to leverage your personal network through outrageously successful business relationships. Learn how to develop alliances that provide high-value for all involved. This keynote presentation serves an eclectic audience, something in it for everybody. All the attendees at your meeting will receive value from this session. Through the alliance and business relationship window, Rigsbee shares the four keys to successful internal and external business (and personal) relationships: Focus on getting things done rather than being right. Make your Relationship Bank deposits. Do your Relationship Value Updates regularly. Keep your word

The New Era of Manufacturer & Distributor/Dealer Cooperation: Learn what your competitors are learning, how to give and/or ask for the best Total Value Package available. Manufacturers and distributors and/or dealers learn how to turn around their sell/buy paradigm through understanding the needs of their distribution partner. Through intelligent sales offerings and purchasing practices, resources can be redirected to create more usable value for the supply chain. Learn the ABCs (adversarial, barometric & complementary) of manufacturer-distributor relationships. It all comes down to the Fuji Factor.

Exploring Your Company's Two-Story Outhouse: While outhouses in the USA are generally considered outdated, so too are many of management's erroneous beliefs about leading and motivating their workers. In any organizational two-story outhouse, management always occupies the top floor! If you are willing to explore your organization's employee policy foibles, this is the program for your next meeting. Program includes: Determining if your company does indeed have a two-story outhouse. How was it built? Is it fun for your employees? Should you, can you, tear it down? How to partner with your employees for sustained success.

Is it Customer Service, Satisfaction, or Perceived Value? "Serve me, delight me, and amaze me or I'll go somewhere else." This is what your customers, consumers and buyers are saying every time they make a purchasing decision. Customer service is a means to an end, not an end in itself. Customer service is a conduit for delivering perceived value to your customers. If they believe they are getting the value they want and need, and feel good about doing business with you, they will do it again.

"Everyone was very pleased at how well you presented your information and with so much vigor. Your presentation, The Art of Partnering, was outstanding!"

Charles Hendrix, Assistant Manager, Supplier Diversity, Toyota Motor Manufacturing, North America

Ed Rigsbee, with more than 1,00 published articles to his credit, is a regular contributor to business, trade and professional publications throughout North America. He has been an adjunct professor for both the University of California at Santa Barbara and California Lutheran University. Further, he has served as a presenter for the D&B Foundation. Today, Rigsbee is a best-selling author and nationally recognized professional speaker. Throughout his career partnering has been his standard method of operation.

Manufacturing clients include: 3M, Avery Research, BE Aerospace, Coffee Bean International, George Fischer Signet, Health Data Sciences Corp., InterLink Electronics, ITT Cannon, LINPAC Plastics, Mead Corp., Roland Corporation USA, Safetran Systems, Siemens Medical Systems, Sparling Instruments, Taylor Corporation, Toppan West and Toyota Motor Manufacturing, North America