

## **MICHAEL GOLDBERG, CSP**

**Chief Networking Officer, Speaker, Author**

Michael Goldberg is a dynamic speaker, consultant and the founder of Building Blocks Consulting. He is an expert at helping sales people and sales managers 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, referral marketing, sales presentations, leadership, communication, service, and career search. When he tells an audience how to do it, they know he has already done it...and it works!

Clients include MetLife, Securian Financial, Aflac, New England Financial, MA Mutual, Amalgamated Life, AXA Advisors, and Chubb & Son.

Michael has been published in numerous business journals and quoted in the *Harvard Business Review* and *The Wall Street Journal*. Working extensively in the financial services industry, his proven networking program has helped thousands of agents, planners, advisors, and reps grow their practice. Michael’s blog *The Building Blocks to Success* is posted as a regular column for the *Agent’s Sales Journal* and *Producer’s Web*. He has spoken at industry conferences including LAMP, NAIFA, NAHU, and The Sales Mastery Forum.

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

Michael Goldberg is a Certified Speaking Professional (CSP). CSP is an earned designation awarded by the National Speakers Association and the International Federation for Professional Speakers to recognize demonstrated commitment to the speaking profession through proven speaking experience. Fewer than 10 percent of the thousands of speaking professionals worldwide hold this designation. Michael is an active member of the National Speakers Association, having served as an officer to the regional chapter and has served on boards for many associations and organizations.

Michael is currently an award winning adjunct faculty member at Rutgers University and frequently volunteers as a speaker at organizations focused on career search.

