



KNOCK OUT NETWORKING
 MORE PROSPECTS MORE REFERRALS MORE BUSINESS



CONNECT WITH MICHAEL GOLDBERG



**More Prospects
 More Referrals
 More Business
 IT'S ABOUT THE CONNECTION!**

“Michael was extremely valuable at helping our team more than double their effectiveness at conferences and other networking events.”

“Though this is my 50th year in financial services, networking has always been somewhat difficult for me – but no longer. You are my guide!”



Michael Goldberg, CSP

**DYNAMIC SPEAKER, AUTHOR, BOXER,
 KNOCK OUT NETWORKER**

Michael Goldberg's *Knock Out Networking* programs are responsible for increased production, recruiting, and retention levels for the top financial firms nationwide.

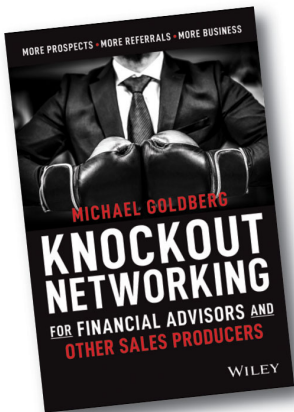
A two-time TEDx speaker, Michael speaks at conferences, runs sales meetings, and delivers “results driven” programs on networking, recruiting, and target marketing.

His firm *Knock Out Networking* works with top companies including Morgan Stanley, Merrill Lynch, Griffin Capital, Northern Trust, Mass Mutual, Chubb Insurance, Rabobank, Brother International, and SAP.

Michael is a Certified Speaking Professional (CSP), a designation conferred by the National Speakers Association and the International Federation for Professional Speakers. The CSP is the speaking profession's international measure of professional platform skill and is held by less than 600 speakers worldwide.

Michael writes articles and contributes to numerous publications including *Advisor Perspectives*, *Producers Web*, *Life Health Pro*, *Producer's E-Source*, and *Horseshmouth*. His weekly blog *3-Minute Rounds* reaches thousands of subscribers.

Aside from a busy speaking schedule, Michael is an award-winning adjunct professor at Rutgers University and frequently volunteers as a speaker at organizations focused on job search.



Order Michael's New Book Today!

"Knock Out Networking is not an option. It's a must buy, must read, must implement book!"



Amazon



Indie Bound



Barnes & Noble



Wiley



Books-A-Million

TESTIMONIALS

Michael was extremely valuable at helping our team more than double their effectiveness at conferences and other networking events. He has been a great resource for our team and any new hire will definitely need to be onboarded with his techniques."

- Ejnar Knudsen, CEO, AGR Capital

"In addition to excellent training skills in networking, Michael has positively impacted morale and motivation, adjusted his speaking in the middle of sessions to more effectively meet the needs of the staff, provided me great insight as a manager, provided guidance relative to organizational dynamics which impacts sales performance, and has been a true partner."

-Tom Delaney, SVP, North American Partners in Anesthesia

"As an agency head for many years, I have come to embrace the holy grail of agency building. The key is to teach producers the act of "fishing" and no one does this better than Michael Goldberg. His unique approach and boundless energy, state of the art networking techniques, and accountability put him in front of the class."

-Gerald Clericuzio, Chairman, International Planning Alliance

"Michael has done a great job in helping our advisors not only understand the importance that networking has in growing their practices, but also how to implement proven strategies that maximize results."

-Paul Blanco, Managing Director, Barnum Financial Group

"Michael was exactly what our organization needed – a dynamic platform speaker with a straightforward approach and practical strategies currently embraced by our firm."

-Ed Deutschlander, CEO, North Star Resource Group, Past President of GAMA

"Michael is an enthusiastic and highly motivating speaker. Participants leave his program excited to try the techniques he presents. Michael definitely walks his talk."

-Elizabeth McDaid, SVP, Council for Insurance Agents and Brokers

"Michael delivers proven ideas that he's successfully applied in his own business. His passion and insights bring a fresh perspective to networking."

-Harry Hoopis, CEO and Founder, Hoopis Performance Network

Michael Goldberg Intro

Michael Goldberg has helped thousands of business owners including financial advisors, insurance agents, brokers, bankers, hedge fund managers, attorneys, and accountants generate hundreds of thousands of dollars through “knock out” networking and referral strategies.

Michael is a networking specialist, educator, author, and “amateur boxer” - his firm *Knock Out Networking* helps professionals (like a boxer might do in the ring!) make more and better *connections* through networking.

Michael has spoken at numerous conferences including the Million Dollar Round Table (MDRT) in the life insurance industry, is a two-time TEDx speaker, and writes columns in various publications. His weekly blog *3-Minute Rounds* reaches thousands of subscribers.

Michael’s online training platform *Knock Out Networking University* is licensed through corporate offices of major financial services firms for use by sales producers in the field companywide.

Clients include Morgan Stanley, Merrill Lynch, Griffin Capital, Guardian Life, Northern Trust, SAP, and Lakeland Bank.

When he’s not speaking at conferences or sales meetings, Michael is an award-winning adjunct professor at Rutgers University and donates time to speak at networking groups focused on job search.

Michael has a brand-new book called *Knock Out Networking for Financial Advisors and Other Sales Producers*. It’s published by Wiley and is available for pre-sale now on Amazon for release in April.

Ladies and gentlemen, weighing in at 180 pounds – Michael Goldberg!

Partial Client List

AGR Partners	John Hancock Investments
American Century	Lakeland Bank
Brother International	MA Mutual
Chubb Insurance	Merrill Lynch
Council Insurance Agents/Brokers	Morgan Stanley
Fidelity	Northern Trust
Franklin Templeton	Rabobank
Genworth	Rutgers University
Griffin Capital	SAP
Guardian Life	Thrivent Financial Group
Jackson National	Top Hotels International