

# The Rob Brown Story

**B**ORN in 1965, Rob grew up in Hull, East Yorkshire, and after school, travelled the globe, particularly around the USA, Australia and Europe.

In 1992, he qualified as a Math/PE teacher, teaching big kids how to do tough sums, pass exams, play football and throw javelins!

In 1993, he went to live the 'expat life' in Hong Kong, doing modelling, singing, acting, coaching, and teaching in an international school.

After a religious experience in Charlotte, North Carolina (USA), he returned to the UK in 1996 to continue his teaching career. In 1999 he began a Masters in Human Resource Development.

In 2000, Rob was offered a position as a self-employed health care adviser with BUPA. Direct sales, commission only! Great company, but Rob wasn't cut out to be in a direct sales role - too nice!

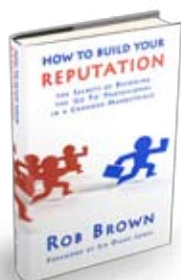
To grow his business, Rob did a lot of networking. During a period of two years, he collected 987 business cards, went to 126 events, spent 200 hours shaking hands and £4385 on breakfasts, lunches, dinners and memberships. **He won NO business!**

Rob reached a critical point of 'financial urgency' where he knew something had to change. He resolved to become an expert at networking. It prompted him to learn everything he could on marketing and business relationships.

**In just 13 months, he multiplied his income by a factor of 15!**

People soon began asking Rob how he had achieved such a transformation. So in 2004, he founded his own training company specialising in showing people how to network productively and win lots more referrals.

Rob now makes regular TV and radio appearances and delivers motivational talks internationally. He has written over 40 publications on business relationships and reputations, including the best-selling **How to Build Your Reputation**. He also writes for a range of business magazines and membership websites.



All of Rob's work is dedicated to:

- **Helping you sell yourself, your stuff, your vision, your arguments and your ideas!**
- **Making you more engaging, trusted, liked, attractive, connected, persuasive and the number one choice for what you do!**
- **Giving you gravitas, influence, impact, credibility, powerful networks, mental toughness, abundant referrals, greater advocacy and more sales.**

Rob works especially with financial and banking professionals in the area of winning switch business, generating more customer referrals and networking more profitably with professionals and prospects.

## Personal

Based in Nottingham, UK, Rob lives with his wife Amanda and two daughters, Georgia and Madison.

A committed Christian and small-time philanthropist, his life vision is to give away £1m+ to Christian people and causes.

In his free time, Rob enjoys kickboxing, chess, backgammon, reading thrillers, watching movies, running, playing guitar and piano, playing with his iPad and eating chocolate!



## RobBrown

[www.robbrown.com](http://www.robbrown.com)

**Inspirational Speaker  
& Event MC, Bestselling  
Author, Coach & Trainer**

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- ✓ Reputation Building
- ✓ High Trust Relationships
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# Possible Introductions for Rob Brown

Here are a selection of bios you can use for positioning Rob Brown in your event brochures and online platforms (depending on your audience, your requirements and your word count). If you'd like possible intros and outros for Rob Brown as a motivational speaker at your event, we'd be please to offer you a range of examples you can use.

## SHORT (90 WORDS)

**Rob Brown** is one the world's leading authorities on personal marketing, networking, executive presence, referrals and reputations. He is Head of the **Global Networking Council** and author of the bestseller **How to Build Your Reputation**. As well as doing a lot of executive one-to-one mentoring on executive presence, gravitas, reputation building and networking, Rob is Founder and CEO of the **Professional Banking Academy**, an international training company helping banking professionals increase their influence and win more business.

For a complimentary copy of his powerful 93 page Special Report: **The 13 Commandments of Turning Relationships Into Profits** (value £47) go to [www.rob-brown.com](http://www.rob-brown.com)

## MEDIUM (140 WORDS)

**Rob Brown** is a top motivational business speaker and international authority on personal marketing, networking, executive presence, referrals and reputations. He is Head of the **Global Networking Council** (the world's top 200 networking thought leaders, authors and gurus).

Rob now makes regular TV and radio appearances and delivers inspirational talks internationally on business relationships and reputations. He has written over 40 publications on business relationships and reputations, including the bestselling **How to Build Your Reputation** (foreword by Lord Digby Jones)

He is in-demand with executives for one-to-one mentoring on reputation building and professional networking. He is also the Founder and CEO of the **Professional Banking Academy**, an international training company helping banking professionals increase their influence and win more business.

For a complimentary copy of Rob's powerful 26 page Special Report: **101 Great Tools, Tips and Tactics to Build Your Mental Toughness** (value £27) go to <http://www.rob-brown.com/mt-signup.html>

## LONG (220 WORDS)

**Rob Brown** a top motivational business speaker, presenting and training internationally on personal marketing, networking, executive presence, referrals and reputations.

He is Founder of the **Global Networking Council** comprising the world's top thought leaders, authors, bloggers and gurus on business networking, relationship building, trust, connecting and referrals. Its aim is to share best practice, raise the knowledge of these topics globally and connect the world's top connectors! Rob regularly interviews these gurus and shares their personal stories, philosophies and strategies.

A prolific writer, Rob has written over 40 publications on business relationships and reputations, including the bestselling book **How to Build Your Reputation**, of which Lord Digby Jones said: 'Rob's expertise will do wonders for your reputation, your wallet and your opportunities!' He is also founder of the popular **Pocket Guide Series of 'Business Books in 40 Minutes'**, and writes for a range of business magazines and membership websites.

Rob is also Founder and CEO of the **Professional Banking Academy**, an international training company helping banking professionals increase their influence and win more



## Things You May Not Know About Rob Brown

1. He's a linguist. Three years living in Hong Kong means he can speak a little Cantonese.
2. He's not perfect. He cannot whistle or ice skate, and is allergic to grapefruit.
3. He's spiritual. He is a committed Christian and takes an active role in his local church.
4. He's musical. He plays the guitar, piano, drums and bass guitar.
5. He's well-travelled. He has been to most places in the world, including 48 of the 50 US states.
6. He's a family man. He lives in Nottingham with his wife Amanda and two daughters Georgia and Madison!
7. He's sporty. His fave sport is tennis, although he actually holds coaching qualifications in seven sports.
8. He's a performer. He wrote and performed a musical comedy in a sell-out show at the Fringe Festival, and sang Nat King Cole's When I Fall In Love to his soon to be wife Amanda as she walked down the aisle at their wedding!
9. He's mildly famous. Rob was awarded Fellowship of the Professional Speakers Association (PSA) in 2006, and is now an Amazon bestseller with How To Build Your Reputation!
10. He's a philanthropist. He gives a substantial portion of his income to good causes and worthy individuals.
11. He's a Yorkshireman. Rob was born and bred in Hull, East Yorkshire, and supports Hull City, the Tigers!
12. He keeps busy. Rob plays chess and tennis and enjoys swimming, cycling and juggling!
13. He has virtues and vices. Rob really likes milk chocolate, bucking tradition and the rain. He really dislikes alcohol, grapefruit, shaving, overly-organized religion and inconsiderate drivers!

business. Much of his banking work is in the area of winning switch business, generating more customer referrals and networking more profitably with professionals and prospects.

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### DETAILED (525 WORDS)

Born in 1965, Rob grew up in Hull, East Yorkshire, and after school, travelled the globe, particularly around the USA, Australia and Europe. In 1992, he qualified as a Math/PE teacher, teaching big kids how to do tough sums, pass exams, play football and throw javelins! In 1993, he went to live the 'expat life' in Hong Kong, doing modelling, singing, acting, coaching, and teaching in an international school. After a religious experience in Charlotte, North Carolina (USA), he returned to the UK in 1996 to continue his teaching career.

In 1999 he began a Masters in **Human Resource Development**, and in 2000, in a radical move from a secure teaching job, Rob was offered a position as a self-employed health care adviser with BUPA. Direct sales, commission only! Great company, but Rob wasn't cut out to be in a direct sales role - too nice!

To grow his business, Rob did a lot of networking. In two years, he collected 987 business cards, went to 126 events, spent 200 hours shaking hands and £4385 on breakfasts, lunches, dinners and memberships. He won NO business!

Rob reached a critical point of 'financial urgency' where he knew something had to change. He resolved to become an expert at networking. It prompted him to learn everything he could on marketing and business relationships. In just 13 months, he multiplied his income by a factor of 15! People soon began asking Rob how he had achieved such a transformation. So in 2004, he founded his own training company specialising in showing people how to network productively and win lots more referrals.

Rob now makes regular TV and radio appearances and delivers motivational talks internationally. He has written over 40 publications on business relationships and reputations, including the best-selling *How to Build Your Reputation*. He also writes for a range of business magazines and membership websites.

Rob is Head of the **Global Networking Council**, a high-level, invitation-only 'mastermind' group for thought leaders, authors, bloggers and gurus on business networking, relationship building, impact, executive presence, gravitas, trust, connecting and referrals. Its aim is to share best practice, raise the knowledge of these topics globally and connect the world's top connectors! Rob regularly interviews these gurus and shares their personal stories, philosophies and strategies., so he knows the very latest strategies and research in these key areas.

Rob is also Founder and CEO of the **Professional Banking Academy**, an international training company helping banking professionals increase their influence and win more business. This includes developing executive presence, winning switch business, generating more customer referrals and networking more profitably with professionals.

As one of the world's leading authorities on networking and referrals, all of Rob's training, speaking and one-to-one mentoring programs are dedicated to:

- Helping you sell yourself, your stuff, your vision, your arguments and your ideas!
- Making you more engaging, trusted, liked, attractive, connected, and the number one choice for what you do!
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## What People Are Saying About Rob Brown

*'it's very rare that I come away from listening to someone else and can genuinely say, WOW! I can thoroughly recommend Rob Brown. He is the best!'*

**Derek Williams, Founder of The WOW! Awards™**

*'Rob Brown's material has to be relevant to what we do. There are no downsides, only upsides, even if you are already good at networking and relationships. Great ROI!'*

**Richard Oldfield, Former Head of Procurement, Experian**

*'Truly outstanding! The content of your presentation was superb and your delivery style was extremely professional. Rob, you are one of the finest speakers I have ever seen!'*

**Joe Adams, ACE Chairman**

*'That performance by Rob Brown was the best I've seen in the last five years!'*

**Peter Thomson, the UK's Leading Strategist on Business Growth**


*'Rob Brown's networking and referral training has had a significant impact on our business development.'*

**Norman Kimber, Area Financial Planning Director for HSBC**

*'Rob, my team and I were genuinely motivated by your training - you equipped us with great relationship building skills and tools!'*

**Stephen Smith, Group HR Director, Lloyds Banking Group**

For more testimonials visit: [www.rob-brown.com/testimonials](http://www.rob-brown.com/testimonials) or [click here](#).

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