

Glenn Llopis

Enabling Leadership and Business Evolution for the 21st Century



Create Alignment and Shared Beliefs
Have Influence and Intimacy
Embrace Differences and Build Momentum
Maximize Potential and Achieve Significance

These words are what most organizations say they need their leaders to do to succeed in a fast-changing global marketplace. But most leaders have no idea how. Success demands a new enlightened form of wisdom-based leadership. Yet most leaders continue to manage by the templates of old and cannot evolve to become the leaders their organizations need. Those templates have stripped them of their identities and left them insecure about who they are and how to face change. They don't know they way.

Glenn Llopis knows the way. *Glenn knows companies and their leaders need a new strategy for success, because without that strategy, change is merely substitution not evolution. To evolve, leaders and their organizations need to realize that business today is becoming less about the business defining the individual and more about the individual defining the business.*

Embrace “The Innovation Mentality.” Leaders need a new mindset – a mindset Glenn calls “The Innovation Mentality.” The Innovation Mentality enables leaders to be courageous and vulnerable enough to see beyond the obvious; anticipate the unexpected; explore endless possibilities in search of opportunities; invest in relationships and maximize resources to be more strategic and efficient; build new ecosystems to strengthen intellectual capital and momentum; and lead to leave a legacy of significance and sustain success.



Move from substitution to evolution.

Stop viewing the differences that are and have been emerging in society and business as distractions and instead see them as opportunities previously unseen to accelerate evolution. Stop minimizing or trying to assimilate differences and really talk about innovation, leadership, business evolution, and what Glenn has coined the Cultural Demographic Shift™. Start embracing *diversity of thought*, not just of population, and let it serve as your competitive advantage to stimulate new ways to drive growth, attract new talent, and generate new marketplace opportunities.

Book Glenn Llopis and get results.

Learn to use the power of what makes today's workplaces and marketplaces different to create something new that generates sustainable results – results Glenn has achieved as a leader within major businesses and through his own ventures. That's how Glenn knows the way: He has been there. He knows what it takes to help leaders lead when the individual wants greater influence in the company.

Glenn knows from experience what it is like to be on the inside yet feel like an outsider. As a result, he not only captivates audiences but also helps them operationalize solutions. He has a unique ability to get inside an organization and present as if he is an insider. He sounds like he is speaking directly with an audience because he is – Glenn has the ability to get intimate with the issues and provide the focus to solve for them efficiently and effectively! His insightful, high-energy, provocative, and deeply authentic presentations are authoritative and customized to the needs of his audience and the leaders he works with. He gives them the wisdom, courage, toughness, adaptability, patience, generosity, and the vulnerability they need to survive and thrive in the tough terrain of business today.

To see Glenn in action, learn more, and book a game-changing thought-leadership keynote or program to the needs of your business, visit www.GlennLlopisGroup.com or contact Sandy Sickler, Director of Client Relations (949-842-6204, sandy@glennllopisgroup.com).

What Are You Solving For? Glenn Llopis Knows!

Glenn is equally adept at inspiring c-level leaders and their direct reports and has a special affinity for helping young executives and students evolve into 21st-century leaders. Whether you are a Fortune 500 company, university, industry- or talent-specific association, affiliate organization, or a group of mid-cap and/or small business owners and entrepreneurs, Glenn will work with your organization to help solve for the following in your workplaces, with your external partners, and in the marketplace with customers and consumers.



Evolving Business to Transcend the Substitutional Thinking of the Past

Business today is less about the business defining the individual and more about the individual defining the business. Business evolution thus requires leaders to identify, enable, and leverage the full potential of their teams, partnerships, and client relationships by embracing and taking ownership of the innovation mentality.

Driving New Areas for Growth Through the Cultural Demographic Shift

Move away from the tactical approach of viewing diversity as a cost center, which clouds growth, slows progress, and makes businesses vulnerable to new – and less traditional thinking – competitors. Be more diverse in your thinking to broaden your observations to create new profit centers, in which talent and market development are connected.

Breaking Leaders Free from Identity Crises to Maximize Everyone's Potential

Too many leaders fail to answer this question: What are you solving for? The answer: You are solving for potential – maximizing the potential of your leadership identity. A strong leadership identity can provide clarity and alignment throughout the organization even as it leverages the unique differences in people to see and seize opportunities previously unseen. When leaders can articulate what gives their leadership distinction, the impact their presence creates, and what it is they solve for, they understand how their leadership identity influences the evolution of the business.

Identifying and Closing Opportunity Gaps with Greater Speed and Agility

Opportunity gaps are created when leaders conform to the old ways of doing things, lack the self-trust to evolve, and work in silos. Those leaders are not innovative enough or intimate enough with the business. As a result, they unknowingly mismanage competitive threats and fail to anticipate unforeseen trends.

Designing Corporate Cultures and Building Teams for the Wisdom-Based Economy

A 21st-century workplace culture has teams with leaders who have more intimate knowledge about the business and are focused on continuously evolving. They move away from the traditional workplace model that promotes a top-down, hierarchical, departmental, siloed, one-size-fits-all mentality and create work environments infused with tension, unable to embrace and promote diversity of thought.

**Leadership is transitioning from knowledge to wisdom-based.
It's not just about what you know,
but what you do with what you know.**

Some of Our Client Partners



SPEAKING FORMATS



TARGET AUDIENCES

Industry Organizations and Associations, Human Resources Groups,
Diversity & Inclusion Programs, Marketing and Communications Events

TOPICS OF EXPERTISE

Preparing U.S. Leadership for the Seismic Cultural Demographic Shift

Moving Beyond Diversity: Embracing Differences when Business Is More about the Individual Defining the Business than the Business Defining the Individual

Applying the Innovation Mentality to Move from Substitution to Evolution

21st Century Leadership and Seizing Opportunity in the New Marketplace

Courageousness, Vulnerability, and Diversity of Thought in a Wisdom-Based Economy

Fostering a Winning Mindset: Building Teams and a Culture for Growth During Times of Uncertainty and Change

Using the Innovation Mentality to Discover, Develop, and Strengthen Your Leadership Identity to Maximize Potential in Yourself and Others

Human Resources for the 21st Century: Talent Development and Acquisitions, Corporate Culture and Organizational Effectiveness, and Diversity & Inclusion

Social Responsibility and Sustainability: Human Capital and Business Growth Represent Two Sides of the Same Coin

Population Health: Healthcare and Preparing to Serve More Diverse Patient Populations

Making Diversity a Profit-Center that Enables Business Growth

Change Management Requires Leadership Clarity and Alignment to Enable Business Evolution

PRAISE FROM GLENN'S AUDIENCES

“Glenn does a masterful job of articulating how we can go about taking accountability for our success and driving innovation in an environment where reinvention has become a critical issue in every aspect of our lives.”

David L. Casey, Vice President Workforce Strategies, CVS Caremark

“In our challenging and uncertain times, Glenn Llopis presents clear and positive lessons for a new form of enlightened business – one that addresses both the professional and civic responsibilities of his audience.”

Adlai Wertman, Professor of Clinical Management and Organization, founding director of the Society and Business Lab, Marshall School of Business, USC

“Always just a bit ahead of the curve, Glenn possesses uncommon and essential insight into the growing needs of the business community in the United States. He is a trusted and valuable resource.”

Jamie Reno, award-winning journalist (The New York Times, Los Angeles Times, USA Today, MSNBC)

“Glenn’s entrepreneurial acumen and sentience are genuine, infectious, and disarmingly engaging. Welcome his ‘Cuban fusion,’ which has the impetus to transform global business into global living – passion + sensitivity + a sustainable legacy – for a brand or a believer.”

Anthony L. Almada, Founder, EAS Nutrition

“As someone who has dedicated his life to the study and practice of innovation and corporate entrepreneurship, I am reminded constantly of the power of serendipity. What Llopis points out eloquently is that we can all do things to enhance the likelihood of serendipitous events by intention, awareness and presence.”

Dr. Robert C. Wolcott, Professor of Corporate Innovation and Entrepreneurship at Northwestern’s Kellogg School of Management

“Glenn’s vision and message of how to best embrace innovation is eye-opening, amazing, wonderful. I can’t put together enough adjectives to describe it. It’s life changing. I believe that Glenn is on the cutting edge of a paradigm shift in how we view business and our contributions to the world.”

Karen E. Klein, Bloomberg BusinessWeek

PRAISE FROM GLENN'S AUDIENCES (cont.)

“Having Glenn at our annual franchisee meeting empowered our team. He was absolutely fantastic! We are certain that our franchisees learned a lot about how to become more effective and profitable entrepreneurs and leaders.”

Nilam Fernandez, Managing Director, OXXO Cleaners

“Glenn’s insights are spot on and his way of teaching through storytelling and analogies is inspiring and memorable. He takes concepts of the mind and connects them to the heart – a very effective approach to having a lasting impact. Two thumbs up!”

Andrea White, Chief Privacy Officer, Toyota Motor Sales USA

“Glenn forced me to take an introspective look at myself and learn how I can succeed. Glenn’s perspectives are powerful for anyone that needs to “remember” why they are successful and how to be even more successful.”

Albert Marquez, Corporate Vice President, New York Life Insurance Company

“Mr. Llopis captivated our student leaders and stretched their thinking, perspectives and broadened their observations of what could be achieved to drive innovation through the shift by thinking well beyond the obvious.”

Alicia Sierra, Goizueta School of Business, Emory University

“One word that comes to mind when describing my leadership development experience with Glenn Llopis Group... TRANSFORMATIONAL”

Claudia Lara, Director, Business Development, Discover



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Glenn Llopis – Opportunity Expert

Glenn Llopis (pronounced 'yō-pēs) is the Chairman of the Glenn Llopis Group – a nationally recognized thought-leadership, human capital, and business strategy consulting firm. He is the best-selling author of *Earning Serendipity* and contributing writer to *Forbes*, *Huffington Post*, and *The Harvard Business Review*. In 2007, Glenn founded the Center for Hispanic Leadership (CHL) Academy, which creates competitive advantage for Fortune 500 companies through their development and advancement of top Hispanic talent. In 2014, he was recognized as a top 20 influential writer at *Forbes* and a top 100 leadership speaker and business thinker by *Inc. Magazine*. His next book, *The Innovation Mentality*, is forthcoming from Entrepreneur Press (February 2017).

Glenn is best known as the “Opportunity Expert” because of his expertise in identifying and solving for business opportunity gaps that others don’t see. His writings, speaking engagements, and consulting assignments focus on strengthening leadership distinction, elevating corporate cultures and building teams in a wisdom based economy, business evolution in the 21st century, maximizing organizational and people potential, and enabling growth through the cultural demographic shift. His current thought leadership focuses on the idea of embracing “The Innovation Mentality,” that is focused on seeing and seizing previously unseen opportunities – and opportunities others don’t see at all. Llopis’ research has identified the six characteristics that define the innovation mentality that are critical for leaders to define their personal brand and thrive at work.

A UCLA graduate, Glenn fast-tracked at the Gallo Wine Company and Sunkist Juice Beverages where he became the youngest executive in the company’s 100-year history. Leading the successful turn-around of Sunkist’s juice beverage division opened the door for his next endeavor – at only 30 years old – as a senior executive at American Seafoods Company. The result was an increase in market share, new brands introductions, and a full-scale transformation of the company. Glenn then went on to form his own successful food businesses before transitioning into his current role as a consultant, executive coach, and keynote speaker to Fortune500 companies.

Glenn is a member of the Kellogg Innovation Network and serves on the advisory board of the Brittingham Social Enterprise Lab at the Marshall School of Business at the University of Southern California. Additionally, he is a mentor for Junior Achievement and a member of the exclusive Renaissance Weekend think-tank. Glenn is frequently featured as a business leadership expert on CNN, Fox News, Bloomberg, Univision, ABC, NBC, and CBS. He lives in California with his family.

To learn more, please visit:

http://en.wikipedia.org/wiki/Glenn_Llopis

www.glennllopisgroup.com

