



225.938.4177

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Small business leadership and sales speaker, Marvin LeBlanc, is a lifelong entrepreneur whose motivational speaking is built around an ongoing active engagement in the insurance and financial services industry.

About Marvin, LUTCF, CNP

Marvin LeBlanc's calling is business and sales – and his passion is leadership. His unique combination of teachings combine the traditional models of small business sales with new and innovative leadership strategies—all delivered while sharing the captivating stories of his three decades in the sales industry. As an Amazon best-selling author and entrepreneur, Marvin helps create more compelling connections between you and your peers, team and clientele—regardless of the economic climate in your industry. Marvin's accolades include:



Organizational Needs

Marvin's workshops are tailored to your industry, event, and your team's specific hurdles and motivators. Marvin has decades of experience firing up diverse audiences, including:

- Insurance Agents and Associations
- Entrepreneurs
- Sales Professionals
- Colleges, Universities and High Schools
- Home-Based Businesses
- Network Marketing Organizations

"Marvin's amazing Katrina experience and his life lessons will move your group to the next level. His passion and originality is refreshing and significant!"

- Mikki Williams, CSP, Renowned Speaker



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Areas of Training

Marvin's years of experience in sales, management, and networking provide him a variety of expertise. The three primary areas of training that Marvin shares with program attendees are:

BATTLE THE BAD

✦ Learn strategies to overcome adversity and fear

✦ Identify and battle the factors that are holding you back from being your best self

✦ Create your own daily marvelous attitude by focusing less on the negative and seeing the positive

AMPLIFY THE AUDIENCE

✦ Focus on the dangers of not growing a contact base and the harmful effects

✦ Develop the confidence to ask for referrals by realizing your value

✦ Coach your customers and colleagues to give you referrals

HIDDEN HEROES

✦ Discover Marvin's best kept secrets for growing business

✦ Pick up bits of wisdom accumulated through Marvin's years in business

✦ Find the passion to discern your own heroes— especially discovering the special traits that will empower growth

Speaking Topics

Marvin's dynamic presentations inform and inspire – meaning your audience learns — and implements the ideas following the program. While every program is custom-designed specifically for your organization, Marvin engages his audience on the following topics and provides the following takeaways for your attendees:

- **From Katrina to Chairman's Circle**
- **The Attitude of Performance**
- **Come Hell or High Leadership**
- **Come Hell or High Sales**
- **Come Hell or High Teamwork**

"Marvin LeBlanc is a must see/hear speaker. His outlook on life is positive and to hear him speak is infectious. I guarantee you will leave with a different outlook on life. He will captivate you, and his interactive style will leave you wanting more!"

- Lawson Pilgrim, Motivational Speaker & Trainer

IN ADDITION: The content found in all of Marvin's keynote programs can be expanded to half-day, highly interactive seminars and workshops – or combined in a customized manner specific to your organization's unique needs to create highly engaging programs — on understanding what customers REALLY want, leading in turbulent times, and how to deliver experiences to external and internal customers in a distinctive manner to create space between you and your competition.

Speaking Topics

From Katrina to Chairman's Circle

Come Hell or High Water

TIME ALLOTMENT: 1-2 HR.

A/V REQUIRED

INDUSTRY: ALL

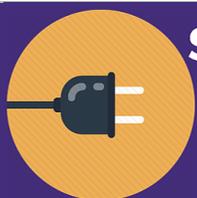


Overview:

Marvin' chronicles his experience from the day before Katrina until the day he received his company's highest level of achievement award, "Chairman's Circle". How was he able to achieve this after all 27,000 homes were destroyed or damaged in his area? This compelling presentation is filled with the heart breaking, but inspirational stories that surrounded New Orleans a short ten years ago. "In the end, it really wasn't about SURVIVING the storm. Rather, it was more about learning how to dance in the rain!"

Key takeaways/modules:

- Learn how to survive the storm when catastrophe and/or disaster strikes your company
- Explore the Four Impossible while building pride in your business
- Maximize output from your team with four simple strategies
- Instill commitment in your team with the 32 Commandments of Teamwork



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Speaking Topics

The Attitude of Performance

The 4 Phases of Attitude

TIME ALLOTMENT: 1-2 HR.

A/V REQUIRED

INDUSTRY: ALL

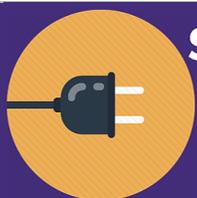


Overview:

Our world is changing rapidly. Individuals and companies are struggling to get ahead, and stay ahead. People are grappling with adversity on all fronts. Companies are fighting to stay in business. This leads to the question: How can we cope with the changes? Or, how can we gain an advantage?

Key takeaways/modules:

- Learn how to use the attitude model in every day living
- Improve your performance with the Triangle of Performance
- Give up worry and indecision by identifying what phase of your attitude you are currently in
- Empowers individuals and organizations to move away from victim thinking and instead embrace ownership thinking
- Discover the solution to all of our attitude problems!



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Speaking Topics

Come Hell or High Sales

Sell Smarter

TIME ALLOTMENT: 1-2 HR.

A/V REQUIRED

INDUSTRY: SALES WORKFORCE

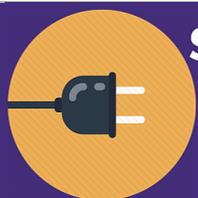


Overview:

If you want to move your sales performance from mediocre to marvelous, this keynote presentation is for you! In this session, Marvin will take you on the sales ride of your life, from 1978 until present day. Marvin includes all of his surefire strategies for prospecting, following-up, closing the sale, serving the customer, and generating enthusiastic referrals for years to come.

Key takeaways/modules:

- Are you in sales? Do you know what it really means?
- Referrals in a one-to-one setting vs. in front of a group. Discover what to actually say.
- The Pre-Appointment Checklist
- Sell more by learn the Four Essential Questions for every sales conversation



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Speaking Topics

Come Hell or High Leadership

Your Guide to Effective Leadership

TIME ALLOTMENT: 1-2 HR.

A/V REQUIRED

INDUSTRY: ALL

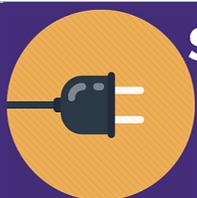


Overview:

Your title/position in the company does not make you a leader. Leadership is never a destination. It's all journey. It is selfless, difficult and challenging—but amazingly rewarding. Marvin peels back the layers and myths of LEADERSHIP and how you can continue to become the marvelous leader you are today.

Key takeaways/modules:

- Revisit the "Old School" goal setting
- Unleash the power of dart board focus
- Differentiate the art of saying "no" and creating boundaries
- Know the difference between mind-boggling vs. mind-bundling activities
- Utilize the Six Rules to Great Meetings. Break these at your own risk.
- REVEAL What Team Members Want (15,000 team members tested and approved)



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Speaking Topics

Come Hell or High Teamwork

Create, Build, Foster
Highly Effective Teams

TIME ALLOTMENT: 1-2 HR.

A/V REQUIRED

INDUSTRY: ALL

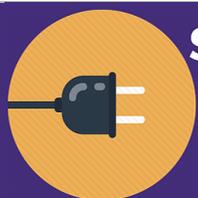


Overview:

In this program, Marcin will reveal the benefits of his life's work with building, creating and managing high performing teams. This will be a "deep dive" for your team members as they will be challenged to open their minds to new possibilities surrounding team performance. They will learn what that looks like, and more importantly, what it feels like. Amazing growth can occur with this experience.

Key takeaways/modules:

- Identify the key commandments of teamwork and how to put them in action
- Use the Five Impossibles to build high performance
- Save time and boost performance using Marvin's one-page Employability Assessment
- Avoid becoming road kill in your job
- Learn to use the "winning teams" results tool
- The 10 Key Questions that successful teams must ask



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Bio

A full-blooded Cajun boy from a small south Louisiana town known as Duplessis (25 miles from Baton Rouge), Marvin LeBlanc graduated in 1986 from Louisiana State University where he earned varsity letters for four years on a full student-athlete scholarship. He also studied sports medicine and served as an athletic trainer for LSU football.

In 1987, Marvin became a "commission only insurance agent," and has been "eating what he kills" for nearly three decades as a passionate, full-time, fully engaged, overly optimistic insurance agent. He, along with many others, experienced a life-defining, life-altering event on August 29, 2005 when Hurricane Katrina damaged all 27,000 homes in Louisiana's St. Bernard Parish.

“

“My office in St. Bernard received 12 feet of water. We would never return to do business or occupy that office again after August 29th. Though I did not have a permanent office until April 1st of 2006, I still needed to maintain my business. Yet, all but one of my employees were gone and hundreds of my customers were no longer in the state. I could not insure them, so all that income was lost.”

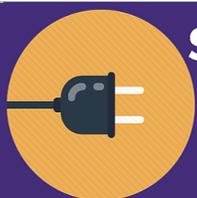
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It was through perseverance and unique business strategies that Marvin came through the storm as an even more successful agent. He now travels all over the nation speaking of his experiences and sharing the stories of overcoming entrepreneurial, leadership, teamwork and personal adversities.

Marvin LeBlanc is an eight-course Dale Carnegie graduate and certified instructor on the book Split Second Choice: The Power of Attitude, written by his mentor Jim Winner.

Recognized as an "honored citizen" of St. Bernard parish and given the "keys to the city" for his community involvement in the aftermath of Hurricane Katrina. After the storm, he was drawn to action and became one of the charter members of the St. Bernard Citizens Recovery Commission.

Today, Marvin is called upon to bring not only wisdom and insight gained from his years in the insurance and finance industries, but also to empower others through his unique sharing of lessons and techniques from years of corporate and leadership training and motivational programs. Marvin brings a passionate presence to his presentation, one that has not been doused but rather has been doubled in the process of overcoming adversity after Hurricane Katrina. Visit www.marvinleblanc.com to read articles and keynote topics, and contact Marvin for more information or to arrange a speaking engagement.



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Books and Publications



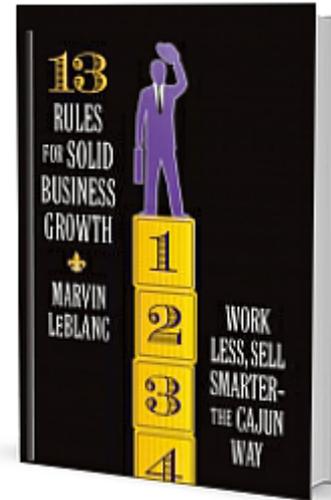
Come Hell or High Water: Life Lessons from Hurricane Katrina

This is Marvin's story filled with lessons both personal and professional that took him from Katrina to Chairman's Circle. The lessons in tenacity and attitude are here for you. How did he lose people, rebuild, and start over? The lessons in overcoming adversity and profiting from change are here for you.

MARVIN IS ALSO THE AUTHOR OF:

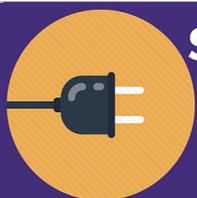
–"From Free Speech to Paid Speaker" and "Come Hell or High Sales"

–More than 400+ Personal Blogs, including being a frontrunner in the NEW Periscope social streaming blog platform



13 Rules for Solid Business Growth

Using simple and powerful words and stories the "Come Hell or High Water" guy delivers no-fluff, street-based strategies and lessons for the everyday small business owner: all in the size of a pocketbook! 13 Rules for Solid Business Growth offers effective ways to: target customers (using permission based marketing), add value, constantly improve performance and keep your team happy.



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