

## Biographical Sketch: Ed Tate

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Using the principles he continues to teach today, Ed Tate won the coveted Toastmasters International **2000 World Championship of Public Speaking**, finishing ahead of 175,000 members from 70 countries. To date, he has spoken professionally in 46 states, 12 countries and on five continents.

This internationally known keynote speaker has earned a reputation as the **“speaker who energizes, educates, and entertains.”** He has spoken professionally in 46 states, 12 countries, and on five continents.

Ed is also a successful trainer and author. As a trainer, Ed worked with Career Track (the largest public seminar company at the time) where he was frequently booked for 100 presentations a year. Following Career Track, he became the Training Executive for the *Denver Rocky Mountain News* where he established the company’s training department. There, he created 27 programs and trained more than 1100 employees annually. In 2001, he led the transition team that merged the 145-year-old “Rocky” with its 125-year-old rival, *The Denver Post*, in a merger that involved more than 5,000 people.

As an author, Ed co-wrote the book *Motivational Selling – Advice on Selling Effectively, Staying Motivated and Being a Peak Sales Producer*. He’s also contributed to *Stories Trainers Tell* and *The Seven Strategies of Master Presenters*. Additionally, Ed co-produced the CD audio programs *Speaking Secrets of the Champions* and *Connect with Any Audience*.

His clients enjoy his unique ability to tailor presentations to their organization’s requirements.

### **A partial list of Ed’s clients includes:**

- AstraZeneca Pharmaceuticals
- Dell Computer
- General Motors
- GlaxoSmithKline
- Hallmark Cards
- Janus Capital Group
- Johnson & Johnson
- KPMG
- Lending Tree.Com
- Level 3 Communications
- Nestle
- PriceWaterhouseCooper
- University of Colorado MBA Program
- Verizon Communications
- VERITAS Software

Ed’s success in business has spanned more than two decades. For 14 years, he was a successful national account executive selling over \$500 million in products and services to corporations and entrepreneurs throughout the United States. He co-created two business units that produced more than \$1.25 billion in revenue.

Since 1998, Ed has been principal of Ed Tate & Associates, LLC, a professional development firm that provides keynote and endnote presentations and workshops, as well as in-person and do-it-yourself tools and expertise on:

- Leadership
- Executive Communication Skills
- Coping with Change
- Teambuilding
- Sales Presentation Skills