



## RANDY STREET

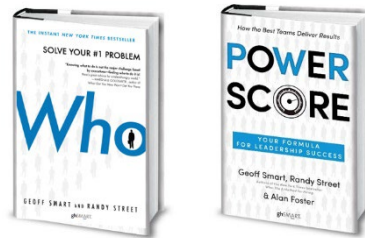
Randy Street is Vice Chairman of ghSMART.

Founded in 1995, ghSMART helps CEOs build the senior teams they need to execute their strategies with confidence. The firm serves clients globally from its 12 offices in North America and Europe and was named the #1 “best consulting firm to work for” in overall employee satisfaction, challenge, and client interaction, by Vault in 2020 and 2021.

Randy served as Managing Partner from 2009-2021, growing ghSMART tenfold while setting industry standards for client and team satisfaction.

“One of our highest rated speakers ever! Randy delivered incredibly valuable content in an engaging and humorous way.”

- Richard Humphrey



### AUDIENCES

CEOs, senior executives, and investors who want to make a positive impact as leaders.

### VIDEOS

[https://www.amazon.com/Randy-Street/e/B002BODHKS/ref=dp\\_byline\\_cont\\_pop\\_book\\_2](https://www.amazon.com/Randy-Street/e/B002BODHKS/ref=dp_byline_cont_pop_book_2)

### FROM

Atlanta, Georgia (USA).

### COST

Domestic: \$65,000 fee + expenses. International: \$150,000 fee + expenses. Virtual: \$35,000 fee.  
**Client satisfaction guaranteed or 100% of your fee will be refunded.**

### SCHEDULE

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## KEYNOTES

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### Randy Street on Hiring

Based on his *New York Times* bestseller *Who: The A Method for Hiring*

Randy solves every manager's #1 problem: making hiring mistakes.

He presents stories and advice drawing from some of the most extensive research, interviews, and experience ever assembled on the topic of talent management.

1. What are the costs of making hiring mistakes?
2. Why are most people bad at hiring?
3. SCORECARD: How to create a blueprint of who to hire?
4. SOURCE: How to generate a flow of the best candidates?
5. SELECT: How to identify the right one?
6. SELL: How to sell the ideal person on accepting a job at your company?

The session includes a significant amount of audience interaction including live demonstrations of the interview techniques, audience Q&A, and simple "takeaway tools and templates" to help attendees maximize their company's financial performance and their own career success.

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### Randy Street on Leading Teams

Based on his *Wall Street Journal* bestseller book *Power Score: Your Formula for Leadership Success*

Randy shares what all successful leaders do to succeed.

Based on the largest leadership database of its kind and brought to life through entertaining stories and examples, Randy highlights how great leaders set the right priorities, pair those priorities with the right people ("who") and create an environment where relationships can work. **Priorities. Who. Relationships.** Putting them together enables the world's best leaders to run their team at full PWR (pronounced "power").

Twenty years of research and consulting, deep analysis of over 15,000 leaders, and field interviews with hundreds of billionaires, CEOs, and successful investors all tell us that leaders who practice these three disciplines are 20x more likely to succeed than those who do none of them. 20x! No other leadership approach is this simple yet this powerful. Attendees come away from this experience able to maximize their team's results, their company's financial performance, and their own career success

# ACCLAIM

## Acclaim for *Who: The A Method for Hiring*

### *Bestseller Lists and Awards for Who*

- The New York Times bestseller
  - The Wall Street Journal bestseller
  - BusinessWeek bestseller
  - USA Today bestseller
  - Publishers Weekly bestseller
  - Soundview Executive Book Summaries gave Who the “Best 30 Business Books Award”
  - Shanghai Daily named Who a “Top 5 Best Book in China”
  - Canada’s Globe and Mail named Who the “#1 Best Business and Management Book of 2009”
  - The Wall Street Journal named Who a top seven “Best Advice” book for leaders in 2011
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- *Geoff Smart and Randy Street have done **an amazing job distilling the best advice from some of the world’s most successful business leaders.*** – Wayne Huizenga, Chairman, Huizenga Holdings, Inc., previously Founder & CEO of Waste Management, Blockbuster Video, and AutoNation
  - *“**ghSMART has helped make talent a competitive advantage at Heinz.**”* – William Johnson, Chairman, President, and CEO, H.J. Heinz Corporation
  - *“**THIS IS A BIG BIG BIG DAMN DEAL.**”* – Tom Peters, author of In Search of Excellence
  - *“**Giving me a copy of Who was possibly the single most impactful thing anyone has ever done for the company.**”* – Client note to Management Consultant Julie Johnson
  - *“**Who is in the top 10 books I’ve ever read. It is a fantastic book. It is well written, has good relevant examples, and, of course, the concepts are incredible.**”* – Graham Weaver, Investor
  - *“**Wow! Who is one of the best books I’ve ever read.**”* – Entrepreneur Dean Dzurilla
  - ***We have incorporated ghSMART’s A Method as a core element of our leadership development curriculum and talent management process. The marked improvement in key business results speaks for itself.*** – John Zillmer, Chairman & CEO, Allied Waste Industries, Inc.
  - ***ghSMART gets it! ghSMART has a proven approach for finding those A Players.*** – Matt Levin, Managing Director, Bain Capital, and board member of Toys ‘R’ US.
  - ***We asked ghSMART to train our CEOs on the A Method for Hiring. For those who follow it, this method will turn their #1 problem into their greatest strength.*** – Mark Stone, Senior Managing Director, The Gores Group

## Acclaim for *Power Score: Your Formula for Leadership Success*

- ***“ghSMART is the world’s top firm for helping leaders hire talented teams and run them at full power. Nothing is more important.”*** – Marshall Goldsmith, recognized by Thinkers 50 as **one of the Ten Most Influential Business Thinkers in the World**. He is author of the New York Times bestsellers, *MOJO* and *What Got You Here Won’t Get You There*
- ***“Smart, Street, and Foster have done it again. With Who, they demystified the process of hiring A Players. Now, they have decoded how to become an A+ leader.”*** – Panos Anastassiadis, Managing Partner of Global Cyber
- ***“I wouldn’t be surprised if Power Score became the new go-to guide for leadership. Effective teams are key in everything from health care to business to government to nonprofits, and this book will help organizations change the conversation about getting results.”*** – Atul Gawande, Surgeon, Author (*Being Mortal*, *Checklist Manifesto*), and Director of Ariadne Labs
- ***“Power Score offers practical and insightful advice that should be read by anyone leading today’s workforce.”*** – Maynard Webb, Chairman Yahoo!, former COO eBay, Author *Rebooting Work: Transform How You Work in the Age of Entrepreneurship*
- ***“Power Score is easily understandable process and tool that drives incredible organizational alignment and performance”*** – Matt Simoncini, President & CEO, Lear Corporation
- ***“Smart, Street & Foster have applied more than 20 years of research on leadership into a practical, systematic approach for getting results”*** – Frederick W. Smith, Chairman & CEO, FedEx Corporation
- ***“My entire team applied the principles of Power Score and have enjoyed explosive growth as a result. Even better, I am having more fun as a leader than ever before.”*** – Jeff Booth, CEO & Founder, BuildDirect
- ***“My team used this approach and got more out of a one hour conversation than we did in any other strategic planning session we have ever done.”*** – Reggie Bicha, Executive Director of the Colorado Department of Human Services
- ***“I was afraid this would be yet another book telling me the one hundred things I was supposed to do differently. Instead I was delighted that this book is ridiculously practical”*** – John Zillmer, former Executive Chairman of Univar
- ***“Power Score lays out a practical, straightforward approach to delivering results as a leader. I highly recommend reading it.”*** – Art Collins, former Chairman of the Board of Medtronic
- ***“Smart, Street, and Foster nailed it – they found the equivalent of the theory of relativity for becoming a top performing leader – a simple, elegant, and practical formula you can put to use immediately in scaling up significant results in your organization. And it’s a fun and fast read!!”*** – Verne Harnish, founder of the global Entrepreneurs’ Organization (EO); CEO of Gazelles; and author of *Scaling Up* (*Rockefeller Habits 2.0*) and *The Greatest Business Decisions of All Time*