

Adapting for Rapid Change: Discovering Your Agility

- Uncover paralyzing constraints
- Maintain awareness of market challenges and opportunities
- Align tech tools, staff, and goal execution to be fluid and responsive

Power Your
Marketing Business
Assistants and
Tech Tools

and Delegate Series

BRAD STEVENS TRAINING™

growth | innovation | balance

EO Speaker Rating: 9.72

atdc
GEORGIA TECH


YPO


Entrepreneurs'
Organization

SCORE 
FOR THE LIFE OF YOUR BUSINESS

MARTIN LUTHER KING III

 **WOMEN PRESIDENTS'**
ORGANIZATION

BB&T



DIGITAL
IGNITION

VISTAGE



SIO R

atd

Association for
Talent Development

 **TAB**
THE ALTERNATIVE BOARD

Gwinnett Chamber
PINNACLE
SMALL BUSINESS AWARDS



As Seen In

Inc.

 **octane**



A man with short dark hair and a beard, wearing a blue blazer over a white shirt, is shown from the chest up, gesturing with his hands while speaking. The background is dark with blue light effects.

Who is Brad Stevens?

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Brad Stevens is a lifetime entrepreneur having built multiple businesses in domestic and international markets with distribution in 18 countries. His current companies are BST International and Outsource Access that help companies understand their constraints and automate and delegate with changes in mindset, improved goal development and execution systems, technology tools and creative ways to leverage the low-cost, on-demand virtual workforce.

For his work with startups to \$100 million firms and strategic advisory to civic leaders including Martin Luther King III, he has been featured in Inc Magazine 3 times, the EO Global Innovation Forum, the Wall Street Business Network and was featured on the cover of Small Business Magazine. His is also a recipient of the Top 40 Most Innovative Businesses Award in GA.

Brad is also a top advisor and keynote speaker on outsourcing and virtual teams for global firms, CEO peer groups, universities, and business organizations including EO, YPO, SCORE, John Maxwell Leadership Institute, Vistage, TAB, and the CEO Brain Trust.

Brad is President-Elect of the Atlanta Chapter of the Entrepreneur's Organization (EO) along with the EO NERVE Committee. He is also a board member of Startup Atlanta.

Brad was recently selected to run a Think Tank at the International Entrepreneur Summit at the United Nations as a partnership with EO to help structure execution plans for the Sustainable Development Goals of the UN with specific focus on SDG #8: Economic Growth and Decent Work For All

Brad attended Harvard University and graduated from the Wharton Business School with concentrations in finance and marketing.

He lives in Atlanta, GA with his daughter Ella and wife Cindy, an inspirational third grade teacher.

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Topic Title: Adapting for Rapid Change: Discovering Your Agility

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- Do you have full clarity on the true barriers to achieving your personal and business growth goals?
- Do you know the hidden time, knowledge and resource challenges faced by your key staff?
- Are you prepared to rapidly take advantage of new opportunities and pivot to avoid downturns?
- Are you positioned to generate the highest possible return on your employees' time and talents?
- How effectively are you automating and delegating?
- In short, are you and your company agile enough to survive and thrive in today's economy?
- Are you and your key managers positioned to navigate personal challenges that may impact contributions to the business?
- Are you using the latest tech tools in marketing, communications, operations and finance to improve efficiency?
- Are your processes and protocols clearly documented or could critical institutional knowledge disappear with your employees?



A man with dark hair and a beard, wearing a blue suit jacket over a white shirt, is shown in profile from the chest up. He is holding a small black object in his right hand and gesturing with his left hand. He is wearing a small microphone near his ear. The background is dark.

Topic Summary

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Agility is defined as the ability to move quickly and easily; to be highly responsive. It is one of the most critical capabilities every company and leader should be seeking. However, many would be caught flat footed when faced with trying to take advantage of major opportunities or avoid a failure.

From thousands of hours intimately working with startups to \$100MM firms, lifetime entrepreneur Brad Stevens has worked with entrepreneurs, CEO's and their key staff to clearly identify their constraints and overcome them with innovative and creative strategies. He shares the consistent patterns he has observed in hundreds of companies prohibiting their growth and unique solutions involving a strategic blend of mindset, tactical tools, goal development and execution systems, creative labor efficiency and other innovative strategies. He also shares the unexpected but highly significant culture improvement from these initiatives.

Through dozens of case studies and live examples, Brad takes the audience through an interactive workshop experience to truly uncover their constraints related to time, money, knowledge and resources and discover their agility to overcome them for the long-term.

Topic Key Discoveries

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- Unexpected ways to extract the extremely costly constraints faced by key staff and employees
- How to unlock strategic insights and capabilities you never knew existed within your staff
- An entirely new perspective on how to leverage outsourced resources and virtual staff/assistants within every business division and personally for top leaders
- How to rapidly and cost-effectively deploy sales and marketing campaigns
- How to rapidly and cost-effectively capture market and competitor intelligence in a few days
- How to implement a very simple but highly effective goal development and execution system
- The surprisingly positive impact on culture when you embrace agility, automation, and delegation

Selected as Top 20 Speaker for Speaker Tours at the Global Leadership Conference (GLC) in Macau, China.



"It's tough to find speakers who deliver fresh ideas and excite our members. Brad delivered an outstanding presentation and our members kept him for an hour after the event wanting to learn more."
– *Betsy McAtee., Learning Chair EO Birmingham*



"That was the most beneficial learning event I've attended in my 6 years in EO! Thank you!!"
– *Ben Hubbert, CEO, Lead Hub & Champion AC*



"Before attending this seminar we were going to spend nearly \$30,000 on the marketing to launch a new product. We learned how to get it done for \$3,100...and twice as fast."
– *Sam Fuchs, President, iCare Financial*



"I had no idea of all the things you could outsource so professionally and low cost by locals as well as overseas. I didn't even know much of this existed."
– *Leslie Kuban, Owner, FranNet*



So often we bring in speakers that share great they but don't give you the actionable steps to actually do it. Brad went through step-by-step what you have to do, how you have to do it, when to do it, and the resources to get it done."
– *Thor Conklin, Founder and CEO, Peak Performers*



"I was blown away by the usefulness of this seminar. Along with the savings, the speed with which my teams can get projects completed is amazing. We now have 25 outsourced projects underway after implementing what Brad shared."
– *Ken Robbins, CEO, Response Mine Health*

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