



Craig Valentine, MBA

*1999 World Champion of Public Speaking
Master Storyteller and Trainer*

Craig Valentine, MBA, an award-winning speaker and trainer, has traveled the world helping speakers, executives, and salespeople turn their presentations into profits. Known as the Master Storyteller, he is a professional speaker and has spoken in the United States, Taiwan, Canada, Jamaica, Qatar (Doha), England, Bahamas, Hong Kong, China, Saudi Arabia, Kuwait, Australia, India, Sri Lanka, Indonesia, South Africa, Japan, and Ireland, giving as many as 160 presentations per year. He is the 1999 World Champion of Public Speaking for Toastmasters International, winning out of more than 25,000 contestants in 14 countries.

Craig is also the co-author of the Amazon.com #1 Bestseller, *World Class Speaking In Action*. He has used his speaking success formulas to:

- Win Salesperson of the Year (3 times) for Glencoe/McGraw-Hill's Mid-Atlantic Division
- Become an award-winning management trainer for one of the most prestigious and largest seminar companies in the United States (averaging an industry-leading 5.85 on a 6.0 rating scale)
- Produce sales years of 233%, 157%, and 152% of goal for Glencoe/McGraw-Hill
- Sell more than \$8 million in educational resources in a single year
- Win the Rising Star salesperson award as a rookie with Glencoe/McGraw-Hill
- Win Events Manager of the Year for the National Small Business Council
- Win a Congressional Achievement Award from the United States Congress for excellence in communications
- Earn the Distinguished Alumni Award from Johns Hopkins University
- Receive hundreds of speaking awards from Toronto to Taipei
- Help the United Way of Central Maryland exceed its \$45 million fundraising goal in the year 2000 by training their Loaned Executives to present with influence
- Run an employment academy for homeless men in Baltimore City. During his tenure, Craig and his team had a 100% job-placement rate.

Speaker



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Craig is the President of The Communication Factory, LLC, which is an award-winning company that helps people present and profit. A partial list of Craig's clients include:

Amazon.com
American Payroll Association (APA)
Anne Arundel Community College
Arkansas Realtors Association
Baltimore County Public School System
Bloomberg BNA
Boston University Business Clubs America (BCA)
CareFirst
CareFirst Blue Cross/ Blue Shield
CertainTeed
Chesapeake Bay Foundation
Circuit City
Colonial Athletic Association (CAA)
Colorado School of Mines
Communication Workers of America (CWA)
Department of Veterans Affairs
District of Columbia Housing Authority
DuPont Pharmaceuticals
Educational Systems Federal Credit Union
FDA INRA (Financial Industry Regulatory Authority)
Giant Foods
GoBundance
Grants Managers Network
Great Plains Young Professionals Summit
Howard County Public School System HSBC (Hong Kong)
International Institute of Business Analysis (IIBA)
ISCU Jackson National Life Distributors, Inc.
Jackson State University
Johns Hopkins University

Johns Hopkins University Applied Physics Laboratory (APL)
Leadership Nevada
Learning Resources Network, Inc (Lern)
Maryland Department of Housing and Community Development
MASCA
Massachusetts Institute of Technology (MIT)
Massachusetts Municipal Police Institute (MPI)
McDonalds Corporation
McMaster University (Canada)
Minnesota Association of Financial Aid Administrators (MAFAA)
MISA Ontario Annual Conference
Mississippi Tourism Association
Montgomery County Public School System
NASA
National Association of Credit Management
National Cemetery Administration
National Sales Network
National Sales Network (NSN)
National Security Agency (NSA)
National Speakers Association (several chapters)
Novo Nordisk
PowerStrides Conference
Principal Financial Group

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*Project Management Institute (PMI)
R360 Raytheon
Robert Wood Johnson Foundation
Rodan & Fields
Saint-Gobain
Signature Consulting Group
Social Security Administration (SSA)
State of Oklahoma Career &
Technology Education
Sychumash Foundation
Texas A&M University
The Williams Companies, Inc.
TIBCO – Spotfire
Toastmasters International
Tuskegee University*

*U.S. Army (128th Aviation Brigade)
U.S. Army Evaluation Center
U.S. Department of Justice
U.S. Pretrial Services Office
U.S. Probation Office
United Healthcare
United Way
University of Denver
University of Houston
University of Michigan
University of Phoenix (in Columbus, Cleveland,
Minneapolis, and Raleigh)
University of Pittsburgh
World Champions Edge*

Author

Craig Valentine is the author of the groundbreaking book, *The Nuts and Bolts of Public Speaking*, Co Author of the book, *World Class Speaking*, and contributing author for the books *Guerrilla Marketing on the Front Lines*, *Success Secrets of the Social Media Marketing Superstars*, *The Speaker's Edge*, and *Guerrilla Marketing Remix*. He has an MBA from Johns Hopkins University and he is certified as a Co Active Coach and a Guerrilla Marketing Coach. Craig is also the Co-Founder of the World Class Speaking Coach Certification Program which certifies speech coaches around the globe. He is the Founder of the Speak and Prosper 6-Week Series, Co-Founder of the World Class Product Creation Program, and Founder of Craig Valentine's Speak and Prosper Academy. Most recently, Craig founded the Inner Circle for Speakers.

Craig has two kids and just one wife.

Speaker