

Sample Keynote Introduction:



David G. Thomson

What does it take to build an exceptional growth company? No matter what size your company is and your goals, whether you want to achieve the next million or billion, you may be pragmatically asking, "What does it take to grow to the next level?" A great question we all are interested in.

With the odds of failure greater than success, the pragmatic question our next speaker will discuss is "What does it take to grow **successfully** to the next level?" What propelled him to undertake the 3 years of research to identify these practical insights? As a CEO, he wanted to beat the odds!

David G. Thomson is founder and Chairman of The Blueprint Growth Institute., a specialized management-consulting firm focused on helping companies achieve – exceptional growth. He has been described by Investor's Business Daily as "Guru uncovers patterns behind billion-dollar firms." "He does a terrific job of getting past a lot of misconceptions to say, 'Look at what the numbers show,'" says, Roger McNamee, a prominent Silicon Valley investor and an early investor in Cisco and Intuit.

David's passion for innovation, business-building and leadership is reflected in his writing, speaking, and consulting. He is the author of the best selling book, *Blueprint to a Billion®: 7 Essentials to Achieve Exponential Growth* (John Wiley & Sons) that provides the **first** quantitative identification of the success patterns common across America's highest growth companies. Since being published in January 2006, the book is its fifth printing with translations just released in Korea and China. SoundView Book Summaries awarded the *Blueprint to a Billion* as one of the top 30 business books for 2006. It was recently ranked #4 best selling book for 2007 at 800CEOREAD.com.

David's work has been featured in on CNBC's Closing Bell, ABCNews.com, Forbes.com Businessweek.com, Jim Cramer's website TheStreet.com, and in such well know publications as the NY Times and the cover story in Fortune Small Business just to highlight a few.

As a consultant and keynote speaker, he has worked with senior executives in many mid-sized companies and business units ranging from small two million dollar companies to multi-billion dollar business units, high-tech start-ups to universities and non-profits.. While the size ranges are broad, they have one common need – to apply the 7 Essentials to achieve exponential growth!

Prior to founding The Blueprint Growth Institute, David has been leading business growth for 20 years in general management and executive sales/marketing at Nortel Networks and Hewlett-Packard. He also served as an Associate Principal during his five years at McKinsey & Company.