



Barb Girson, RCC, ACC
Speaker



**We help companies, teams & entrepreneurs...
Gain confidence. Get into action. **Grow.****

614.561.0632 | BarbGirson@gmail.com | BeyondSalesTactics.com



Barb

Barb Girson, RCC, ACC

Speaker, Trainer, Facilitator

Registered Corporate Coach™

Elevate Your Next Event

Barb Girson is a sought after speaker and authority on **Leadership, Communication, and Business Development** for corporations, leaders and entrepreneurs. Her dynamic presentations are the perfect pairing between educational and inspirational, as she is uniquely able to connect with diverse groups.

Barb is CEO and President of Beyond Sales Tactics, a professional skill development company. She and her team develop and deliver custom training and executive coaching programs designed to help companies, teams, and entrepreneurs grow.

Barb's engaging speaking style and high-powered content are valued in both the public and private sector and across various industries. She has delivered transformative keynotes locally, nationally and internationally, including Australia and Southeast Asia.

**Audiences
describe Barb's
speaking style as**

Engaging Insightful Professional Relatable
Informative Sincere Enthusiastic
Energetic Interesting Knowledgeable
Intuitive Personable Organized Positive

***“Interaction is key to successful presentations and Barb masters engaging the audience with her and each other.”** Troy Harris*

Get your key messages across in a creative manner.

Book Barb for your next conference, national meeting or leader retreat.

614.561.0632 | BeyondSalesTactics.com | BarbGirson@gmail.com | [in barbgirson](https://www.linkedin.com/in/barbgirson)





Developing High-Performing Teams

Barb Girson develops high-performing teams by helping them discover ways to communicate effectively at every stage of their growth.

We bring personal perspectives and expectations created by our unique life experiences to each conversation. In order to create stronger, healthier relationships, teams, and organizations, we must create new ways of engaging with others to foster trust and candor.

Barb helps companies elevate their communication to increase personal wellness, build resilience, develop leaders, and enhance team engagement using practical, cutting-edge tools to help frame and sustain powerful connections.

Frequently Requested Topics

Conversational Intelligence®

Leadership Blind Spots

Emotional Intelligence & Insights

Neurozone®:
Building High-Performing Teams

Working Together with DiSC

Take your high-performing team to the next level.

Barb combines skills mastered while building a multi-million dollar business & serving in national senior management roles for over a decade with corporate responsibility for up to \$40 million in revenue.

In 2009, Barb Girson founded My Sales Tactics (now DBA Beyond Sales Tactics) to build strong businesses, powerful teams & dynamic individuals using innovative strategies. Since then, Girson expanded her firm with offerings beyond sales designed to help leaders, entrepreneurs, and companies level-up.

As an award-winning speaker, trainer, coach, and nationally recognized sales leader, Barb can help your sales and leadership teams exceed their goals. She pairs proven sales techniques with contemporary methods offering a unique approach to selling.

Barb's sales programs have a relationship-building foundation and rely on effective communication by incorporating experiential learning, training, and coaching. Her customized roadmaps build on individual and team strengths.

Frequently Requested Topics

Unforgettable
Follow-Up

What is
Working with
Strategic
Networking?

Fall in Love
with the Word
No

The Art
of Asking
Powerful
Questions

Increase sales & exceed goals.



Take Your Organization to the Next Level

Sometimes you need a nudge or invitation to change your perspective & elevate yourself, company, or team. Barb offers events that leave audiences refreshed & inspired with actionable takeaways.

Barb Girson inspires individuals to be the best version of themselves. Her highly-effective inspirational presentations offer participants valuable tools to shift their mindset and make new connections. Audiences are encouraged to:

- Develop positive habits
- Prioritize their time
- Work more effectively with colleagues
- Create balanced lives

From the stage, Barb creates a safe place to explore thought-provoking concepts and have honest conversations about what is and is not working. Her interactive and engaging speaking style—sprinkled with a healthy dose of humor—creates an open space conducive for growth.

Frequently Requested Topics

Remember Who You ARE

Presenting with Pizzazz

Thriving Through Change

Time Management & Productivity Hacks

Elevate your team.

"Barb recently spoke at an event I was at with over 100 people in attendance. Her talk was very informative and engaging and was a great reminder how important real conversations are with people. She was able to make the room feel smaller than it was and really engage with the audience!"

Lynda McCandlish Philot, Sales Executive
Select One

"Hit it out of the ballpark! This was exactly what I was looking for. Kept everyone engaged. You engaged the people off site too. Appreciated that you used real life examples, and this helped us apply and retain the concept. Especially relevant because we are experiencing CHANGE."

Cary Hanosek, Vice President
Merrill Lynch Wealth Management Columbus

"The presentations she has brought to our clients have been top-notch and right on target with inspiring and practical information. Barb is one of those unique people who can mentor an entire audience at a time!"

Jim Hatch, Career Consultant
Jewish Family Services

"Barb has an easy-going approach that is engaging and interesting with the use of stories."

Jim Racher
Nisource Public Utilities

"Barb is always well prepared and provides very engaging & insightful workshops. I know that a session I attend that Barb leads will be a great investment of my time & money. She is funny & keeps the audience on their toes."

Sheila Fox, Chief Events Officer
Event in Site, LLC

Barb Girson has delivered dynamic presentations to organizations such as...





Barb

Barb Girson, RCC, ACC

Strategist & ICF Credentialed Professional Coach

Barb Girson is CEO and President of Beyond Sales Tactics, a professional skill development company. Barb and her team help companies, teams, and entrepreneurs gain confidence, get into action and grow personally and professionally through customized training and executive coaching programs.

Barb Girson is a Registered Corporate Coach™, and is the past president of the International Coach Federation- Columbus Charter Chapter. In 2017, she earned the distinction as one of 250 inaugural coaches worldwide certified in Conversational Intelligence®, which combines neuroscience and coaching to foster trust in conversations. In 2019, Barb became certified in Neurozone®.

Girson has provided contract-coaching and training services to company owners, senior executives, and professionals across numerous industries and Fortune 50 and 100 companies. She has been on the ground in beta, pilot, and national rollouts helping teams successfully change cultures and transform organizations.

Girson uses skills she mastered while building her first company, a multi-million dollar business, and serving as a corporate National Sales Director where she was responsible for up to \$40 million in revenue.

She is a sought-after speaker who's unique brand of humor, experiential learning and inspiration has landed her speaking engagements both nationally and internationally.



Media Spotlights & Features





Audiences describe Barb Girson's speaking style as...

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Informative Sincere Enthusiastic Positive
Energetic Interesting Knowledgeable
Intuitive Personable Organized



Who do you want to be? What
could your team become?

**We can help you
transform & Go Beyond.**

Book Barb Girson for your event:

- **Keynotes**
- **Leader Retreats**
- **Conventions**
- **Meetings**
- **Workshops**
- **Webinars**
- **Seminars**
- **Luncheons**

Beyond
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