



## Matt Tenney

*Developing highly effective leaders who serve and inspire greatness in others.*

Matt Tenney is a social entrepreneur and the author of the highly acclaimed book *Serve to Be Great: Leadership Lessons from a Prison, a Monastery, and a Boardroom*.

He is also an international keynote speaker, a trainer, and a consultant with the prestigious Perth Leadership Institute, whose clients include numerous Fortune 500 companies.

He works with companies, associations, universities, and non-profits to develop highly effective leaders who achieve lasting success by focusing on serving and inspiring greatness in the people around them.

Matt envisions a world where the vast majority of people realize that effectively serving others is the key to true greatness.

*“Probably the best speaker I’ve heard at any convention.”*

*Tim Miller – Director of Sales, Conrad Hotels*

*“Matt is one of the best speakers I have heard. He shared ideas and tools that will certainly help our [55] partners to more effectively lead their teams and achieve better business outcomes. He also presented in a way that was very inspiring, and helped make our retreat a truly transformational experience.”*

*Bob Hottman – CEO, EKS&H*

*“You are one of the best I have seen. The mannerism, style, approach, charisma, substance, delivery, examples you provided... First-class!!!”*

*Richard Vincent – Executive Vice President, Associated General Contractors of Kentucky*

*“Matt is one of the best speakers I have ever heard.”*

*Alesha Stevenson – Manager at Bloomington-Normal Area Convention and Visitors Bureau*



## Serve to Be Great: How Being Selfless Will Help You Sell the Roof Off (60-Minute Keynote)

In this inspiring yet content-rich program, Matt Tenney introduces the power of being selfless through his story of spending 5.5 years confined to military prison for arranging an unauthorized delivery of government funds, learning to be happy with nothing, living like a monk for over 3 years, discovering the power of a life devoted to serving others, and co-founding and leading two non-profits.

Drawing on insights from his experiences as a prisoner, monk, sales team leader, and social entrepreneur you'll walk away with powerful ideas and tools for developing the sales skills that result in closing more sales, generating more referrals, and enjoying coming to work every day.

After attending this program, participants will have proven tools to help them:

- Build greater trust with clients
- Close more sales
- Stop selling on price
- Generate more referrals

"Matt is among the best speakers I have ever heard. He captures his audience's attention with his fascinating, inspirational story, and the examples of extraordinary organizations and leaders. He offers valuable content for improving sales and building effective teams, and inspires people to serve at a higher level."

*Kristen Butcher – Director of Professional Development, Illinois Association of Realtors*

"One of the best speakers I've ever heard. Made me re-examine the purpose for my work."

*Laura Kraynak – Sales Manager at Eastland Suites*

"Almost speechless. Best presentation I've seen in the last year!"

*Victoria Seel – Sales Manager, Hyatt Hotels and Resorts*

"Terrific! Well-delivered message that should cause each of us to refocus our priorities, lives, and mindsets."

*Lisa Perius – Executive Director Indiana Veterinary Medicine Association*

"Matt Tenney is a must see speaker. Attendees enjoyed his keynote so much, that his breakout session that followed was bursting at the seams."

*Anne Roberts – Vice President of Education for Meeting Professionals International, New England Chapter*

"'Fascinating', 'engaging', and 'inspiring' were just a few of the reactions from our members. Matt's closing keynote for our annual conference was this and so much more. His story and message made people think and inspired positive change. What a fascinating, engaging, and inspiring way to end a professional meeting."

*Mary Ann B. Passi, CAE – CEO, Corporate Housing Providers Association*

# Some of Matt's Media Appearances

**HUFFPOST LIVE**



**Inc.**

**ITBUSINESSEDGE**

**BUSINESS NEWS DAILY**

**HR.BLR.com**  
Compliance Tools for HR Professionals

**RISMedia**  
The Leader in Real Estate Information

**The CEO Daily**  
[www.theceodaily.com](http://www.theceodaily.com)

**Alister & Paine**  
THE DIGITAL MAGAZINE FOR 21st CENTURY EXECUTIVES

**RealLeaders**  
INSPIRING BETTER LEADERS FOR A BETTER WORLD

**Training Daily Advisor**



**osp**  
Telecom Network Solutions™

**EXCHANGE**  
Morning Post  
FOR ENTREPRENEURS, ENTERPRISES, ECONOMIC DEVELOPERS, EDUCATORS  
[EXCHANGEMAGAZINE.COM](http://EXCHANGEMAGAZINE.COM)

**YOUNG↑STARTS**  
VOICE OF A NEW GENERATION.

**Newsline** Daily Photo News  
PMA

**Business**  
*In the Heart of Florida*

**WE magazine for women**  
WE INSPIRE. WE PROMOTE. WE INFORM.

**Up My Mind**

**Photographic News**  
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Serving the Global Formulator, Manufacturer & End User

**AE**  
AGENT ENTREPRENEUR