

**BOB GARNER**

Imagine that you are sitting in a ballroom at a fabulous resort listening to a speaker tell you that by following a few principles, you can better understand your customers' needs "so well" that they will think you can read their minds. To prove this point, he calls out your name and asks you to think of an important question that you have about your work or life – and then proceeds to answer your question, tell you your favorite color, and even the last 4 digits of your phone number! Impossible! Not if that speaker is Bob Garner.

Bob Garner is an international speaker, author, entertainer, and, what he calls, a "psychic experimentalist." Traveling the world on behalf of his Fortune 1000 corporation and association clients, Garner is known for his unique ability to combine practical business ideas and advice on motivation, entrepreneurship, and sales psychology, along with relevant stories, clean humor, and stunning displays of mindreading and psychic experiments. All the while encouraging his listeners to untap the unlimited potential of their minds, Garner leaves his audiences not only more informed and empowered, but also entertained, amazed, and shaking their heads in disbelief.

"I want to educate my audience, but I also want to entertain them," says Garner who claims he is not a psychic. (Yet, by the end of his presentation, many people think differently!) "I apply all the skills that I have to reinforce my client's objectives and the use of reading people's thoughts, clean comedy, and audience participation is my way of enhancing a message," adds Garner.

That message and the other information that Garner provides in his presentation is taken from the valuable access that he has been given into the secret workings of many multi-billion dollar corporations, as well as the minds of top executives, employees and entrepreneurs. Additionally, Garner pulls from his own experience as a successful entrepreneur for over 20 years and the fact that he began with a deck of cards and a dream and turned that dream into a reality - and himself into a millionaire.

It all began in the small town of Lorain, Ohio where Garner spent most of his free time at the library devouring the biographies of successful people and entertaining his friends with card tricks. "I always loved magic," says Garner. "Performing magic at a young age really boosted my self-confidence and when I began experimenting with ESP, I sometimes scared myself!"

In addition to self-confidence, through his youthful performances, Garner learned about timing and comedy. He put those skills to use at age 16, when he took a job as a weekend disc jockey on a local radio station. Quick wit helped Garner move up the ranks to "morning drive," but his interest in the business side of radio landed him the position of production director - where Garner conceived and produced thousands of commercials.

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Ultimately, Garner became the station's manager and it was in this high-level position where he discovered that he possessed the rare ability to blend the creative world of entertainment with the conservative world of business. This synergistic union of two formidable talents would provide Garner with the solid foundation for what was to come.

In his early 20s, Garner left radio and, without the use of an agent, began to book himself as a comic magician, eventually performing at over 800 colleges and headlining at comedy clubs and on luxury cruise ships. However, after a decade of living on the road, Garner turned away from the "glitz and glamour" of being a headliner and focused his energies toward an idea that would evolve into his current company, Motivative & Communicative Concepts. Today, MCC specializes in developing and delivering business and motivational presentations that are informative and entertaining. Along with his team of presentation specialists, Garner has helped his corporate clients sell millions of dollars in products and services, as well as energize their workforce at meetings, trade shows, and events.

A member of the American Society of Training & Development and the prestigious American Society for Psychical Research – a think tank for scientists and scholars who are dedicated to untapping the psychic potential of the human mind - Garner is the author of *Masters of Motivation* - a book that is being called a "must read" by business leaders and a "roadmap for success" by scholars. "When people asked me how I became successful, I would find myself telling them about the writings of James Allen, P.T. Barnum, and Russell Conwell. Their collective words completely inspired me," says Garner. "Yet, I found that most people were unfamiliar with them or their works." So Garner took it upon himself to not only bring the 100-year-old wisdom of these men back to life, but also give their writings a fresh new face by updating the text to be more gender and reader friendly. "*Masters of Motivation* is a tool that will help people understand the power of their thoughts, build and maintain a business, and overcome some of the myths and negativity about achieving wealth and success," says Garner. "Allen, Barnum and Conwell were my mentors, and I believe their advice is still applicable today."

Regarding one of the "masters," Garner is quick to remind people that Barnum never said, "There is a sucker born every minute." That statement was actually made by one of Barnum's competitors. However, Barnum did say, "There is a silver lining in every crowd," and perhaps that's why Garner loves what he does so much. In every audience, he sees the silver potential that each of us has inside. And Garner uses his skills as an entertainer and speaker to drive home the point that every one of us can - just like him - make magic happen.

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