

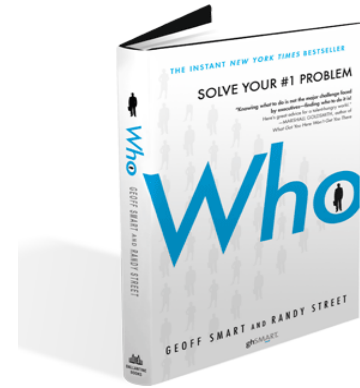


## Randy Street

President, ghSMART

New York Times Best Selling Author of *Who: The A Method for Hiring* (Random House, 2008)

Leadership Advisor to CEOs



### Topics

*Who: The A Method for Hiring* (Random House, 2008).

Topgrading: How Leading Companies Win by Hiring, Coaching, and Keeping the Best People.

### Target Audience

CEOs, investors, or managers who suffer from excessive turnover of their best people or the high cost of making hiring mistakes.

### Practical and Entertaining Insights

*Who: The A Method for Hiring.*

Randy solves every manager's #1 problem: making hiring mistakes. He presents stories and advice drawing from some of the most extensive research, interviews, and experience ever assembled on the topic of talent management. Why are most managers terrible at hiring? How do you generate a source of the right candidates? What do you look for to pick the right one? How do you sell the ideal candidate on accepting a job at your company? Audience members learn how to make "who" decisions that lead to career, financial, and personal success.

*Topgrading: How Leading Companies Win by Hiring, Coaching, and Keeping the Best People.*

Topgrading describes how the world's most successful managers go about the daunting task of hiring, coaching, and keeping great people. It is based on our extensive research into the talent management practices of over 12,000 executives.

### Travels From

Atlanta.

### About the book

In the breakout New York Times best seller, *Who: The A Method for Hiring* (Random House, 2008), Geoff Smart and Randy Street solve every manager's #1 problem: making hiring mistakes. They interviewed over 20 billionaires and 60 CEOs, investors, and entrepreneurs for this book to collect their best advice and stories on this important subject. They also conducted the largest statistical study ever done on this topic with the University of Chicago's Steve Kaplan, which revealed some startling findings about types of candidates who succeed and fail. From this, Geoff and Randy present a simple and practical solution. Over 20 CEOs have endorsed *Who*. For more information, please see: <http://www.whothebook.com>

## Speaker Biography

Randy Street is the President of ghSMART and a Partner with the company.

Randy has served as a leadership advisor to boards, CEOs, and executive teams for over 15 years. He is also a popular keynote speaker with a dynamic and energetic style that routinely generates the highest audience satisfaction scores possible.

In collaboration with Geoff Smart, the firm's CEO, Randy co-authored *Who: The A Method for Hiring* (Random House, 2008), which is a New York Times, Wall Street Journal, BusinessWeek, USA Today, and Publishers Weekly best seller. Randy has been featured in the Wall Street Journal, among other publications.

Prior to joining ghSMART, Randy was the EVP of Sales & Marketing and EVP of Corporate Development & Strategy for a software firm that was named the fastest growing company in Atlanta during his tenure. Before that, Randy was a strategy consultant with Bain & Company where he led projects and advised senior executives of Global 1000 companies in a wide range of industries.

Randy earned his MBA from Harvard Business School and a B.S. in Mechanical Engineering from Rice University. He lives in Atlanta with his wife and three children.

## Acclaim

*"One of our highest rated speakers ever! Randy delivered incredibly valuable content in an engaging and humorous way. He had so much enthusiasm and energy that one participant called him Jim Carrey, Jr."*

– Richard Humphrey, New York chapter of Entrepreneur's Organization.

*"Randy is a very effective presenter – an A Player amongst those who speak at our executive roundtables."*

– Francis Hawkings, Center for Corporate Innovation.

*"I have been coming to these Inc. 500 presentations for years. Your Topgrading presentation was one of the best sessions I have seen in several years."*

– Michael Hopkins, Editor at Large, Inc. Magazine.

*"Your management assessment training session was as valuable and enjoyable as any workshop I have attended."*

– John Howard, CEO, BSMB.

*"Geoff Smart and Randy Street have done an amazing job distilling the best advice from some of the world's most successful business leaders."*

– Wayne Huizenga, Chairman, Huizenga Holdings, Inc., previously Founder & CEO of Waste Management, Blockbuster Video, and AutoNation.

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*To book a keynote speech or workshop by Randy Street, please contact:*

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