



bt BLANCHARD TRAINING AND DEVELOPMENT, INC.

Susan Fowler Woodring

Susan Fowler Woodring is an internationally known management consultant, trainer, and speaker. She brings passionate experience to each and every training program she conducts. Her energy spreads contagiously throughout the group as she expresses her message through personal involvement, exuberance, and wisdom.

Success has followed her in every aspect of her professional life. Fresh out of college, she moved to Hawaii to join a newly established advertising firm. From Hawaii she moved on to another advertising agency in Denver, Colorado. Working with customers such as Celestial Seasonings and United Bank of Colorado, Susan carved her way into the advertising world. Moving to North Carolina, she spent her time writing television scripts, commercials, and magazine articles and established her own advertising agency, Brown Communications, Inc.

A dynamic and highly motivating trainer, Susan has worked with hundreds of organizations in the areas of leadership, empowerment, communication skills, team building, goal setting, and time management. She has presented in all 50 states in the U.S. and more than 18 foreign countries throughout the Pacific Rim, U.K., and Europe.

Clients such as NASA, Caterpillar, Marmaxx Group, and Bell South highlight her client list. These organizations praise Susan for her ability to add something extra through her "real world" experience, humor, and sincere belief in her message.

Susan is co-author of *Situational Self Leadership*, with Dr. Laurence Hawkins and Dr. Kenneth Blanchard, which focuses on empowerment and taking initiative when you're not in charge.

Susan received her bachelor's degree in marketing and business from the University of Colorado, Boulder.

Susan Fowler Woodring Partial Client List

Castle Medical Center, Hawaii
Caterpillar, Inc.
Empire Blue Cross/Blue Shield
Esso, Singapore
Florida Power & Light
Gap, Inc.
Globe Silk Store, Kuala Lumpur
Joint Astronomers Center, Hawaii
Kinko's Service Corp.
Marmaxx Group (T.J. Maxx/Marshalls)
NASA
Rhino Records
Sunway College, Malaysia

"Susan is a dynamic and intelligent motivational speaker. She understands what makes people tick and helps them tap into their personal power. She is a powerful, charismatic, and authentic facilitator. On a scale of 1 to 10, Susan is an 11."

Shari Albert
Empire Blue Cross/Blue Shield

"Susan is invaluable as a partner, mentor, and guide. Her energy and zest for learning truly inspire every individual she comes in contact with in our company. In the midst of a major acquisition, Susan factored in all our emotions and instability and provided empathetic support. She is a strong role model for accomplishing goals in times of change."

Nancy Maher
Marmaxx Group

"She reached my most difficult employees. They came up to me at break time to say that she was speaking about what was going on on the inside, not just how to be a better employee, but a better person!"

Madeline Tatum
Narcissa Homes

"A simple 'thank you' does not seem to be enough to show our appreciation for the outstanding presentation you gave. You beautifully tied the entire program with a gold ribbon—entwining bits and pieces from the previous presenters, putting in just the right amount of balance, and making it real."

Lynn Baker Wrying
National Speakers Assoc.