

“BE BOLD
HIT THE
RIGHT NOTES”

Brian OliverSmith (BOS)

Entrepreneur, Leader &
World-Class Performer

BOS Performance





“DO YOU WANT TO HUM ALONG OR ARE YOU READY FOR CENTER STAGE.”

BOS Performance empowers you to living an authentically fulfilled life in all areas.

“Do you want to hum along or are you ready for center stage.” Center stage requires you leave practice behind and PERFORM.

With more than 30-years expertise behind him, BOS leads you in uncovering who you are based on your core values and guides you in creating the life you want through his custom workshops, seminars, books, and videos.

Whether seeking help with a business or personal breakthrough, BOS Performance is for the whole you recognizing that your life is not made up of separate pieces but must be congruent in its entirety for you to experience the authenticity and purpose you want.

BOS uses proven techniques that prepare you to perform powerfully personally and professionally. He is committed to globally accessible, life changing work, available to people regardless of where they are in the world or their path.

In addition to numerous radio and television appearances, BOS has been featured in countless business journals and publications including the New York Times.

Experience Speaks for Itself

- 700+ presentations, speeches, performances globally
- US\$16 million raised as an entrepreneur
- 50+ investors with 70% investing more than once
- Global leader in sales
- 8 Global Awards
- 4 Companies built since age 40
- 6 CEO positions
- 14 years as a Certified Coach
- California Board of Behavioral Sciences, CTI
- Practicum coaching 150 hours
- Qualified to test and interpret Meyers-Briggs tests
- Trained with Daniel Goleman in Emotional Intelligence
- Qualified to conduct EQ Leadership 360
- Trainer for Stephen Covey's '7 Habits of Highly Effective People'
- Landmark Forum—Basic, Advanced, and Leadership

FINDING YOUR VOICE

BOS gives VOICE to your amazing life! Values, Opportunity, Inspiration, Chiaroscuro, and Engagement.

In his BRAVO seminar series, BOS leads you to change your life and raise your VOICE.

Whether you're trying to start a new business, new career or live in a new place or live in a new way, BOS Performance gives you the tools and techniques to be who you are, authentically, and live your life, fully both professionally and personally.

Values work defines you not on the externals but on your core beliefs. Be who you really are.

Opportunity is your responsibility. Don't wait, make opportunity happen.

Inspire yourself, then inspire others. Your inspired life begins now.

Chiaroscuro is the logic of your head with the intuition of your heart, blending to make you a whole being.

Engagement enriches life. Be present to what you truly want, who you are, what your life's performance is.

BOS has prepared to lead you to your fulfilled life for more than 30 years. Your life is now, don't wait to find your VOICE and perform.

Bravo Series

LIFE IS NOT A DRESS REHEARSAL—Performance Seminar

Your time for taking center stage in your life is now! Stop humming along and develop your VOICE to live a purposeful, authentically fulfilled life.

STARTING OVER—Encore Seminar

Beyond 40 and ready to begin again or feel like you've been humming along up to now and it is time to sing! You cannot prepare for your authentic life to eventually come, you have to be in it now.

IT'S A WONDERFUL WORLD—Relationship Seminar

Be in relationship for a more complete life of connectedness. Resolve challenges, deepen relationships, expand your sphere of influence, create bonds, flatten the world.

MAESTRO—Executive Leadership

Who are you as a leader? What is your default style? Round out your skills to be a powerful leader of engaged and winning teams, increase commitment, focus on satisfaction and see powerful results. Motivate your teams to operate at their highest capacity and always bringing their best.

ENTREPRENEUR IDOL

This is not theory! Build a portfolio of invested champions committed to your success made up of advisors, investors, industry experts, and team members. Define your vision and learn to engage others in bringing it to reality through story branding. Know how to raise money and what kind of money to take and from whom. Be in the 10% that succeed by learning from a successful entrepreneur.

CHORUS OF THE GODS—Teamwork & Team Building

Keep your top talent engaged, performing fully, and enrolled in your vision. Learn to lead not to manage and get the most from people. The market is global as is the talent. Unlock potential to conquer new markets, create new revenue streams, and harness the exponential power of the right working team.

IN BOCCA AL LUPO—Sales Seminar

In the mouth of the wolf is where you need to be. You are where the market is, in the heart of opportunity, willing to take the risks that lead to higher rewards. Sales cycles, strategies, marketing to support sales, and value proposition development work.



**“YOUR LIFE IS NOW,
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Performance Services

Business Performance Workshops

Jumpstart to a new level with a customized performance seminar based on what your organization needs and implementation of proven techniques to unleash exponential growth and opportunity. Global growth, team development, leadership, entrepreneurial outlook, sales expansion, innovation, engagement, productivity, sustainability and more.

Speaking, Performing & Inspiring

Inspiring groups to peak performance, optimal output, team mentality, and focused vision support is a BOS Performance event. BOS has spoken worldwide for governments, NGOs, businesses, and organizational groups on diverse topics, always with professionalism and knowledge. BOS is a dynamic performer with experience in messaging that is topical, appropriate, inspirational, and targeted

Executive & Entrepreneurial Performance Mentoring

Coaching and mentoring on team building, money raising, market development, value proposition, partnerships, organizational structure, acquisition, branding, vision, expansion for success driven entrepreneurs, artists, CEOs, and change leaders. BOS guides executive teams and individuals in reaching new levels as leaders.

Consulting

As opposed to coaching, consulting brings BOS expertise in to address specific goals, overcome particular challenges, and bring to bear 30+ years of entrepreneurial, executive, and global markets experience to achieve set objectives.

“Visionary... Passionate... Caring... Creative... Leader.”

—Bob S., VP Sales, Cricket Media & Entrepreneur

“Wow, BOS did an amazing job! Our members were engaged, entertained, and wanting to learn more, and we’re not an easy audience to impress.”

—Laurel C., President & CMP
Meeting Planners International Southern California

“I continue to be impressed with the time, energy, and effort you put into helping us. Thank you!”

—Gary M., President & COO
Nationwide Provident Insurance Company

“BOS is unapologetically passionate about helping people become their best selves...”

—Will G., Global Marketing, Highlights

“...People around BOS are more confident to pursue their best lives. He has firsthand knowledge of humble origins and is straightforward about how much hard work is required to achieve goals.”

—Summer K., Author

“His skills are sharply honed, his work can be characterized as truly professional and exemplary.”

—James McG., Undersecretary to the President

“BOS is the most inspirational person with his empowering leadership style ...a fearless entrepreneur who unleashes the greatness in people.”

—Ryan S., Entrepreneur, Artist, Executive, AMI

“BOS has been instrumental in teaching me the value of building lasting relationships. Many things in business are unpredictable, but having strong relationships help see you through to the other side.”

—David P., Media Manager

“BOS is very personable, inspiring and motivating. He’s a business leader and strategic thinker with great entrepreneurial spirit...”

—Mercy N., CPA, Managing Director

TED^xDuke



MOBILE
WORLD CONGRESS





“ IF A PREACHER’S KID FROM SOUTH CHICAGO, WHO WENT TO PUBLIC SCHOOLS, HAS NO RICH RELATIVES, AND HARDLY KNOWS ANYONE IN SILICON VALLEY, CAN BUILD A LIFE OF WORLDWIDE TRAVEL, GLOBAL BUSINESSES, AND SHARING THE STAGE WITH THE BIGGEST OPERA STARS ON THE PLANET, YOU CAN HAVE THE LIFE YOU WANT! ”

About BOS

Early Career

BOS first career was sales with MassMutual Insurance Co. After nearly dying twice from a car accident, BOS was nationally recognized for his performance while simultaneously learning to walk again. He became the youngest local manager and then youngest regional representative in the history of the company. BOS, at the same time, built a second career as a professional opera tenor, performing with Placido Domingo, Deborah Voight, Carol Van Ness, Rodney Gilfrey and more as a member of the LA Opera professional chorus. He prepared his Italian, Russian, German, and French while traveling 70% of the time, using empty hotel ballrooms to develop his voice. BOS took on the challenge of Executive Vice President of Sales and Marketing for a technology start-up after leaving MassMutual, thus beginning his entrepreneurial journey.

Executive Coaching & Development

BOS earned a BA in Psychology from Indiana University. After his initial business career, he trained with California Board of Behavioral Sciences, CTI, and has 14 years as a certified coach. BOS got his Meyers-Briggs certification, did 150-hours practicum, trained with Daniel Goleman for Emotional Intelligence, qualified to conduct EQ Leadership 360, completed the Landmark Forum basic, advanced, and leadership, and guided two entrepreneurs to successful sales of their companies in excess of US\$30million each.

Global Entrepreneur

BOS launched a publishing business, believing that to lead others, he needed to do first. The company disrupted the industry with alternative distribution

and by opening entirely new lines with Audible. BOS became a recognized leader in the industry. BOS transitioned from successful niche publisher to global, mobile education entrepreneur. Urban Planet Mobile won multiple awards and reached more than 800,000 people daily in over 45 countries with affordable, accessible, and life changing education. He relocated with his family to Guatemala, continuing to build and expand the company remotely. The company was acquired by a public entity and BOS took over as CEO, raising US\$9million before leaving. In all, BOS raised over US\$16million as an entrepreneur.

After 30-years preparation, BOS is the VOICE of experience in creating opportunity, pursuing the improbable, authentically living his purpose, building the life he wants and loves and leading you to yours