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French Wine and Football

Life is hard. So is leadership.

Football coaches call it, “push toward the pressure”

The owner of a small vineyard in France told me, “the harder the soil, the better the wine.”

Whether the lesson comes from the grid-iron or the grapevine, one thing all leaders know: success is a hard-fought endeavor. Leaders, when we learn what good coaches and grape-growers know, we can take the hard things and make them the good things.

Speaking, training and leading teams have characterized the past 20 years of my career. I currently work as a keynote speaker, corporate trainer, coach and consultant. I travel weekly to present workshops on leadership and sales-related topics for numerous Fortune 500 firms as well as small and mid-sized companies, trade groups and associations. By combining my background in management and sales with strong speaking and training abilities, I am able to motivate clients and audiences to take actions that benefit them and their organizations.

Perhaps just as importantly, I’m passionate about the personal side of leading well, and write and speak regularly about building trust as a leader. In addition to teaching leadership principles for Concordia University’s MBA program, I recently published my first book, [**The Golden Principles: Life and Leadership Lessons from a Rescued Dog**](#), which uses simple lessons learned from a Golden Retriever about living well and leading well. In 2015, The Golden Principles was honored by Amazon.com with a “Top 100 Best Books of the Year” award.