

Brandon Green

Entrepreneur Speaker, Impact Investor, Top Real Estate Executive

Please contact a GDA agent for information.

Topics

- Negotiation
- Networking
- Peak Performance
- Retail and Consumerism

About Brandon Green

Brandon Green is an entrepreneur, speaker, impact investor, and co-founder of the Keller Williams Capital Properties real estate organization. He built his company into a regional network of 8 offices and \$2 billion in annual sales in a little more than a decade.

Nationally recognized for business growth and achievement, he dealt with countless stakeholders and managed a wide diversity of people in an industry that is undergoing massive structural and economic change.

From his professional success and personal journey, he brings a great deal of empathy, skill, and perspective to conversations about growing companies during a time of such rapid change and innovation. He knows the challenges faced by today's businesses and is committed to doing his part to empower and support these organizations.

Brandon believes impact-focused businesses make the world better and in addition to investing, he delivers keynote presentations, interviews thought leaders, moderates panel conversations and events, and works with key executives from organizations around the world to achieve clarity and grow their businesses.

From humble beginnings in Rock Springs, Wyoming, and adolescence in Des Moines, Iowa, Brandon is entirely self-made. Forgoing college to instead travel the world with Up With People, Brandon eventually made his way to Washington, DC in 1999 where he established a real estate practice working with individual home buyers and sellers. In 2006 he co-founded his real estate organization and spent 12 years building that company to more than \$2 billion in annual sales with 1200 associates.

His companies have been recognized by the Washington Business Journal as one of the region's fastest growing companies and was named at Top Workplace by the Washington Post 4 years in a row. Brandon is also a member of Young Presidents' Organization (YPO) a global network of young chief executives.

In addition to the real estate brokerage business, Brandon founded and has invested in several other companies in the real estate business, hospitality, and technology and has served on boards of some of the top real estate organizations in the country. He lives in Washington, DC with his husband, also an entrepreneur and together they travel the world exploring several countries every year.

Select Keynotes

- **Fire in the Belly: Learning to Live Life to the Fullest and Love Your Success**

Chances are there is a voice in your head that tells you you're not as successful as you should be or could be. The voice also comments on how, if you look around, no matter how much you have, it's not enough. That voice is a powerful motivator, a chip on the shoulder that propels people to great heights. It also squeezes all the enjoyment out of the accomplishments along the way and leaves you feeling lost and very unhappy. It locks you into a box of perpetual spin with no end in sight. How then do you balance your ambition and love yourself? How do you stop "being your own worst critic?" In this keynote Brandon details his journey on how he went from a small town in Wyoming to founding and growing one of the nation's largest real estate brokerages – living all of the ups and downs that come with that journey. He will offer some concrete practical takeaways from his soon to be released memoir on how to build a life and a career that is fulfilling.

- **Going in Another Direction: Dealing with Uncertainty in Sales**

It's no secret, the customer is demanding more, for less. This is putting enormous pressure on sales teams to deliver. This isn't normally a



recipe for success, and yet some companies are propelling ahead of the pack. Why? This keynote is about how to succeed in today's sales environment. The increase in venture backed competitors who see profit as a distraction on the way to value, and the deployment of innovative technologies is changing the game in terms of how we sell. In this keynote Brandon dives into case studies and Brandon's experience in how to successfully deal with this dynamic. You cannot compete on yesterday's dimension and expect to win today's game. The audience will leave with tactical and practical ways to increase sales and profitability and have some fun along the way.

- **Leadership During a Time of Change and Opportunity**

The 4th industrial revolution is well underway, and it can seem like everything is changing. For businesses it's a perfect storm of macro industry shifts often sparked by new innovative technologies challenging the status quo, and on the ground changes that impact our workforce as our idea of what it means to work shifts as millennials enter their prime working years and baby boomers retire. This creates a lot stress and uncertainty – and opportunity. As a leader, how do you sort through all of that and continue to drive profitability, stay competitive without losing your mission focus, recruit and retain top talent, and not lose yourself along the way? Brandon's keynote, steeped in his experience in the real estate industry, addresses these often-conflicting viewpoints and points to ideas and solutions on how, as a leader, to think through change and guide your people, and yourself through all of this to a positive outcome.