

Lt Col Waldo Waldman

New York Times Bestselling Author, Hall of Fame Speaker

Please contact a GDA agent for information.

Topics

- Change Management / Organizational Change
- Communication
- Inspiration / Achievement
- Leadership
- Military / Veterans / Patriotism
- Motivation
- Overcoming Adversity
- Peak Performance
- Sales
- Teamwork / Teambuilding

About Lt Col Waldo Waldman

Known as “The Wingman,” Lt Col (ret.) Waldo Waldman is a combat decorated fighter pilot, executive coach, and the author of the *New York Times* and *Wall Street Journal* Bestseller *Never Fly Solo*. He helps organizations **build collaborative cultures of trust, courage and commitment in order to adapt to change, break performance barriers, and overcome adversity.**

Waldo has real world corporate sales experience and is an expert on change management and resilience – having overcome massive claustrophobia during his career as a fighter pilot. His compelling stories and techniques on *overcoming adversity, performing under pressure, earning trust, and servant-based leadership* are extremely relevant to organizations who are going through massive change and seeking to build high performance teams and partnerships.

Waldo is a graduate of the U.S Air Force Academy and also holds an MBA with a focus on Organizational Behavior. He is an inductee into the *Professional Speaker Hall of Fame*, a prestigious award that honors speakers who have reached the top echelon of platform excellence and has been bestowed on less than 180 speakers worldwide. He’s been featured on *CNN, Fox News, MSNBC, and The Harvard Business Review*, and his clients include *Hewlett Packard, Verizon, American Express, The Denver Broncos, ExxonMobil, Siemens, Merck, and dozens of national associations.*

Waldo is also founder and President of *The Wingman Foundation*, a 501(c)(3) whose mission is to build funds and awareness for veterans and their families in need.

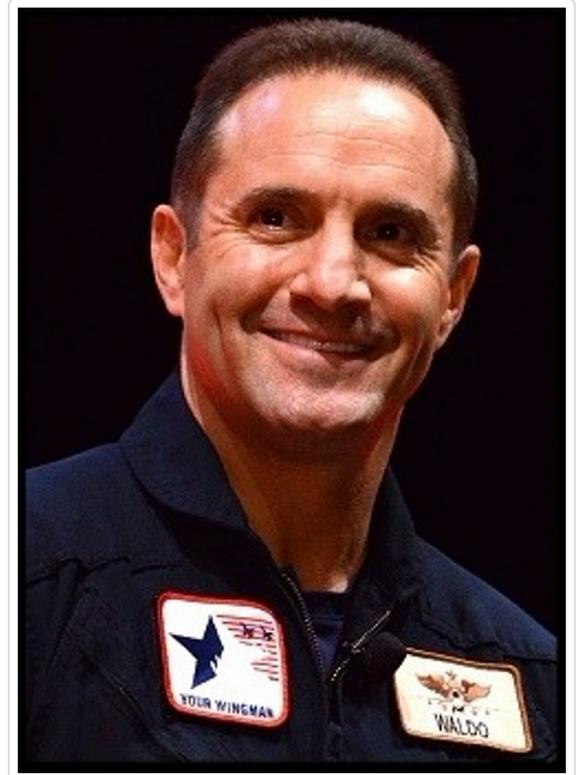
Select Keynotes

- **Never Fly Solo**

Flying solo? You might think so. But take a good look around. You have support staff and managers. You have suppliers, vendors, and distributors. And you have colleagues, family members and significant others. Today in our super charged, highly competitive world of constant change, those who build trust and work as a team will dodge the missiles of adversity and win. By committing yourself to excellence and placing your trust in those around you, you can overcome obstacles, adapt to change, and break performance barriers during adverse times. By placing trust in your wingmen and by being a wingman to others, there is no mission you can't complete! Through captivating stories, group interaction, and high-energy videos, learn how you, like a fighter pilot, can succeed in highly competitive and demanding environments. Discover how to prepare diligently for every mission; employ loyal wingmen to promote integrity and mutual support; and lead your team with courage, compassion and conviction. Be inspired to take to the skies knowing that you have wingmen to help you face challenges and change with confidence while maximizing your potential in all aspects of your life.

- **Wingman Leadership**

MISSION OBJECTIVE: Assist in creating a constructive culture of trust, commitment, and mutual support that will promote growth, adapting to change, and innovation. A focus will be on core values, accountability, and teamwork. KEY DELIVERABLES: • Instill a “One Team-One Mission”



climate of team ownership so that every leader feels fully accountable for the success of the mission. Transformational leaders never fly solo. • Share tools that can motivate the members of your leadership team and their staff to collaborate more effectively, adapt to change, and face adversity and conflict with courage. • Assess leadership strengths and weaknesses and learn tactics for personal and professional growth that will give additional leverage for building high-performance teams. The key to building a high-powered organization that encourages innovative thinking, loyalty to the mission, effective communication, and a relentless commitment to excellence lies with its leadership. In this high-energy program, Lt. Col. Rob “Waldo” Waldman highlights the difference between managing others and leading them to be responsible, empowered and confident wingmen. What results is a more productive and efficient organization with superior morale that can rapidly overcome challenges and competition both internally and externally. Waldo will discuss proven leadership principals based on his experience as an Air Force Academy graduate, combat decorated fighter pilot, and seasoned businessman. A relentless passion for the mission, dedicated teamwork, and a commitment to excellence are just a few key elements of this engaging and highly interactive seminar. The attendees will learn leadership tools based on four key modules: I. Attitude of Excellence: In order to facilitate change and transformation, a leader must first believe in the mission and be fully committed to personal and professional growth. II. Shared Vision - Every wingman must know exactly what they are fighting for and where they are headed. Not only must they be committed to the mission, but they must also understand exactly how their unique role is essential to the organization’s success. III. Values Based Culture - Integrity, accountability, service, and teamwork serve as the foundation for all relationships between employees, partners, and clients. IV. Effective Communication – Leaders must listen empathetically and communicate with respect. Most importantly, they should command excellence from each other and not demand it. Leaders promote open dialogue and create an environment where mission critical feedback and constructive conflict is appreciated and expected.

Select Book Titles

- **2011:** Never Fly Solo

Select Articles

- [Confessions of a Claustrophobic Fighter Pilot](#)
How courage, focus and wingmen help you tackle your fears
- [Break Right!](#)
How to survive the missiles of life.
- [Walk the Flight Line: Get Dirty with Your Troops](#)
Communicating to team members that you appreciate and value them is the key to engagement
- [Mission: Excellence!](#)
How you respond to challenges determines the altitude you will reach in life.
- [How to Motivate Your Sales Team](#)
A hands-on guide for Sales Managers

Select Testimonials

Waldo has a great ability to translate his military experience into key sales and leadership principles that can apply to each of us. His story lines around teamwork, trust, preparation, focus, and execution really resonated with our organization. We’ll continue to ‘Push it up!’ here at HP!

– *Chris Ogburn, Director – HP Personal Systems Group*

“The three hour seminar in Germany shot by, and many commented how you were able to understand our world so well. We re-used much of your messaging throughout the rest of the week, and I see elements permeating our daily work. Your session will last a long time in the memories and actions of our team!”

– *Ian Eggs, WW Dir. Laboratory Automation Systems, Johnson & Johnson*

Waldo’s presentation was inspirational and packed full of relevant business take-aways. His content was heartfelt and the audience never drifted. He didn’t just talk about being a wingman, he showed it.

– *Jeff Duckworth, Exec VP of Sales – John Hancock Funds*

“I’ve attended hundreds of meetings and I must say Waldo is one of the best speakers I’ve ever heard. Even though we gave him the challenge

of an after dinner program and a day-worn audience, his speech was engaging, motivating, and very powerful.”

– *Kevin Yates, Director, President, LMV Division*

“One of the most exciting aspects of your program was your ability to interact so deeply with the audience. You were able to make personal connections that allowed all of us to feel like your “personal wingmen.” This helped us all to connect more intimately and understand that we can grow stronger as a team rather than individually.”

– *Melissa Withrow, Exec. Asst. to Jeff Connolly, President of Michigan Ops*

“Waldo, your presentation resulted in a record breaking week of prospecting. We closed 70 new accounts, which is almost our monthly quota! You weren’t just another “motivational” speaker. You invested in the process and dedicated yourself to learning the Aflac business. Thank you for helping us to “Push it up!”

– *Randy Bartlein, State Sales Coordinator, Aflac*

Waldo, your “One Team, One Mission” message, philosophy of trusting your wingmen, and becoming Mission Ready totally aligned with our teamwork goal. In all my years of attending sales meetings, you were simply one of the best!

– *Tim Krzyzanowski, VP Sales, Philips Medical Systems*