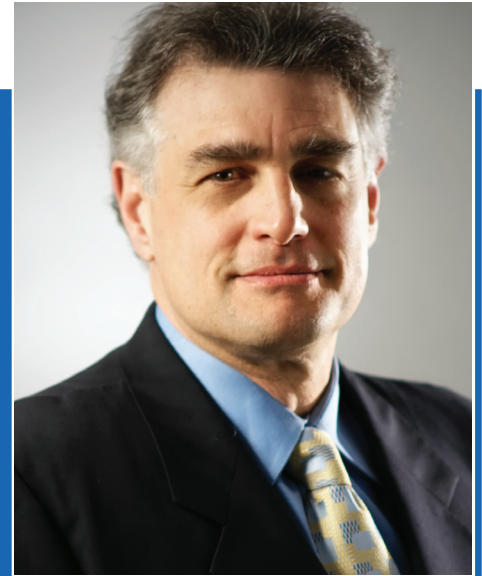


John W. Tinghitella



● **“No Fear” Negotiation** – 70% of people avoid negotiation entirely. But Negotiation can be a magnificent tool to improve the bottom line and build relationships. John’s “No Fear” Negotiation program gets people over their natural reluctance by using simple, repeatable processes that drill out the mystery and deliver great outcomes.

● **Team Communication / Alignment** -- In employee surveys nationwide, communication ranks as the #1 challenge facing businesses today. John’s Team Communication/Alignment program will provide the perspective, tools and mindset to help teams communicate effectively, reduce waste, save time and build healthy working relationships.

● **Growth in the ‘New Normal’** -- A terrible thing happens when you don’t grow. Nothing. The Growth in the ‘New Normal’ program is a highly interactive, facilitated discussion that will laser-in on growth opportunities, and deliver actionable tools for immediate results.

John Tinghitella is one of the hottest speakers on the corporate business circuit today. John’s refreshing new approach to negotiation, team development and growth management has led to dramatic improvements for the companies he trains and the individuals he coaches. A self-described “sales guy” and proud of it, he is an engaging, inspiring, energetic speaker who delivers change-inducing messages that make a major impact on his audience.

John is the founder of Humble Confidence Inc., a speaking and training consultancy that helps businesses grow. John’s expertise grew out of a career that took him from the “trenches” to the corner office. He has a strong sense for the creative solution with a keen focus on building relationships.

He believes that while battles are directed from 30,000 feet, they are won in the trenches. His **Tips from the Trenches (Communication)** and **Tactics from the Trenches (Negotiation)** series are articles that offer up simple, easy-to-implement ideas for businesses of all sizes.

He is currently consulting for clients in manufacturing, internet marketing, logistics services and sales representation. His most recent corporate position was Vice President, Sales/Marketing for The Marincio Electrical Group. Marincio is known as the leading supplier of electrical products to numerous niche markets including marine, RV, mobility, construction and entertainment.

For additional information or to book John Tinghitella for a speaking engagement, please contact John at (845) 313-7747 or john@humbleconfidence.com

“The impact of John’s program on my business has been significant. I would recommend these programs to any company looking to inspire their workforce and improve their sales.”

Nelson Wilner, Vice President, Marketing/Sales, Noble Company, Spring Lake, Michigan

“John’s keynote address made a significant impact on my recent National Sales Meeting. The team was pumped up and inspired. I’ve seen many examples of positive change as a result. I highly recommend his program for any event.”

Joe Miller, President/Owner, William F. Miller & Associates, Nashville, Tennessee

“John’s enthusiasm and humor was infectious, but it was the tips and tools he empowered us with that left nearly everyone at our annual company meeting ready to make positive changes. I will recommend John to anyone looking for a dynamic speaker who inspires positive change.”

Chris Lovett, Business Leader/CFO, R.T. London Manufacturing, Grand Rapids, Michigan

“The Humble Confidence suite of training programs helped my employees communicate and negotiate more effectively. The Humble Confidence sessions have led to an increase in company sales a manager could only dream of!”

Alex Paykin JD, President, Option Next Inc., Long Island, New York



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