

# Executive Development Associates



## Danny Cox

Danny Cox is an "accelerationist", or one who causes faster movement, higher efficiency and increased productivity. He spent ten years flying supersonic all-weather fighters in the United States Air Force. In addition to this he was a test pilot and air show pilot as well as a speaker to civilian organizations in surrounding cities that were hard hit by sonic booms. He was internationally known as *The Sonic Boom Salesman*.

Upon leaving the Air Force he joined one of the nation's largest sales companies. A year later, he was promoted to sales manager and guided his office in its industry-leading, record-breaking pace of doubling, tripling and quadrupling old records. Four years after joining that corporation he was promoted to First Vice President and assigned a district of eight offices and a staff of over 140. By teaching the same sound leadership principles to the eight branch managers that he had used, the company saw old records shattered. As morale and productivity soared, percentage of employee turnover dropped to near zero. In a five year period production increased over 800%.

Due to the increasing demands for innovative leadership and teamwork techniques that work, Danny packed his bags and has hardly unpacked them since. He is in great demand by companies and organizations nationally and internationally.

Highly acclaimed platform skills have earned Danny a place in the National Speaker Association Speaker Hall of Fame, a designation for platform excellence awarded to less than three per cent of the over 3200 member National Speakers Association. Danny is also an elected member of the elite Speakers Roundtable, a group of twenty of the most popular speakers in North America.

Now, one of America's busiest speakers and author of several books, including *Leadership When the Heat's On*, *Seize The Day: 7 Steps to Achieving the Extraordinary in an Ordinary World* and *There Are No Limits: Breaking The Barriers In Personal High Performance*.

## Testimonials

Thank you for an outstanding keynote! Our survey results are overwhelmingly positive. Here are some direct quotes: "Danny Cox - outstanding. A great reminder to enjoy what we do." "Very insightful information delivered with humor, style and passion." "I was able to apply several of the principles immediately following the speech."

You assisted our planning team in surpassing their goals with your "fired up" message and entertaining stories. I hope some of my IBM colleagues will have the opportunity to book you for their managers meetings.

**Heather Hudson, Manager  
IBM**



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Thank you for your incredible contribution to my client's event. This corporate client needed a motivational and entertaining close for their senior leadership conference and you delivered. Since we worked together during my tenure at Microsoft, I knew you would deliver, but let me give you a different perspective than mine. This is the really important feedback - that of the attendees. Overall, you received a 4.5 on a scale of 5.0 and when asked what was the most valuable part of the conference, attendees mentioned you by name. You added an incredible amount of value to my client's attendees' experience.

**Daphne J. Meyers, CMM, Managing Partner  
RED BARN GROUP, LLC**

Your stories and the enthusiasm with which you share them made for a memorable presentation. Your thoughts on individual responsibility and team building are the heart of great companies and organizations. For organizations looking for a high-powered well delivered message - don't miss Danny Cox!

**Robby Capps, 2005-2006 President  
ASSOCIATED GENERAL CONTRACTORS OF ALASKA**

On behalf of Uncle Ben's, your presentation was essential in our year-end celebration. You far exceeded our expectations. We are receiving so many exceptional reviews from our guests who attended that we are discussing dates to re-book. We are referring you to all of our divisions throughout the US.

**Shelby Robinson, Vice President, Human Resources  
UNCLE BEN'S**

What does it feel like to be in a Danny Cox audience? All I needed to do was to look out into the audience at the smiling nodding faces of our Million-Dollar Sales team as they sat riveted to you. Here was the best of our sales force, proud, confident and omniscient (they are at the top after all) laughing and learning from a master sales leader.

**Stephen Giordano, Chief Operating Officer  
KANE FURNITURE CORPORATION**

**To book Danny Cox, please contact EDA at  
[media@executivedevelopment.com](mailto:media@executivedevelopment.com).**

