

+TOPLINE TALENT

TOP LINE TALENT FOUNDERS – DR. GEORGE WATTS AND LAURIE BLAZEK



George W. Watts, Chairman of Top Line Talent, is a nationally recognized author and behavioral scientist. His passion is inspiring people to unlock their highest potential. His message is simple and timeless — for optimum success, discover your natural strengths and find the right platform to leverage them.

George delivers acclaimed leadership seminars and sales training programs throughout the world, coaching CEOs how to build formidable sales teams. Thousands of people have experienced his approach and commitment to teaching his powerful principles of professional development. For years, he was on Chicago radio with his show, “The Business Doctor.”

George started his career as a sales trainer and moved into senior management positions. George has been a CEO of a mid-cap publicly traded company, and EVP of two large service companies. He believes that sales drives business and was always on the front line selling and closing deals. He built his behavioral science consulting practice from the ground up, working with a wide variety of companies from Fortune 100 to entrepreneurial ventures.

He received his doctoral degree in Counseling Psychology from the College of William and Mary, and is foundation board president for the Society for Psychologists in Management (SPIM). His latest book, *Becoming Your Own Business Coach*, is required reading in many universities and colleges, and he has published many professional articles on talent management.

Laurie Blazek, President and CEO of Top Line Talent, has over twenty-five years of consultative sales experience as a Managing and Executive Director for several large multinational banks including: JP Morgan, Bank One, First Chicago, Citigroup, and Bank of America.

In 1987, after she completed First Chicago’s MBA Corporate Finance Training Program, she marketed a variety of financial products/services and capital markets products to large and mid-sized corporations. She became specialized in the area of media and communications, spending several years as a strategic financial partner offering

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leveraged finance advice and funding to growing media companies. She also spent many years marketing structured loans and financial products to ultra-high-net-worth individuals and their businesses.

In addition, Laurie headed investor marketing for the only U.S.-based structured investment vehicle (SIV). This position required her to bring a new, highly complex security offering, subordinated capital notes, to the U.S institutional market. Her next assignment was to develop and implement a strategy to build a new capital markets business from the ground up.

In 2008, Laurie left the banking industry and founded Blazek Financial Planning, a Registered Investment Advisor in Illinois. Here, she further expanded her consultative sales experience by marketing financial advice to individual consumers.

Laurie received an MBA, with a concentration in Finance, from DePaul University and an undergraduate degree in Business Administration from Illinois State University. She's a frequent writer and speaker on a variety of financial planning topics and has been interviewed for financial publications such as the Wall Street Journal. She is also co-author of the book/coaching program and co-creator of the intellectual property contained in the course.