



GEORGE C. FRASER
CHAIRMAN & PRESIDENT
SUCCESSOURCE INC.

2940 Noble Rd., Ste. 1, Cleveland Heights, OH 44121

5 TOPIC AREAS

- 1) Networking and Building Effective Relationships
- 2) Entrepreneurship
- 3) Success For Business Professionals
- 4) Wealth Building / Economic Development
- 5) Diversity

PUBLICATIONS

- *Success Runs In Our Race: The Complete Guide to Effective Networking In The Black Community* (1994 & 2004) revised/updated HarperCollins, NY
- *Race For Success: The Ten Best Business Opportunities for Blacks In America* (1997 HarperCollins)
- *SuccessGuide Worldwide: The Networking Guide To Black Resources* (1989-2004) (Annual publication by FraserNet Inc.)

5 KEYNOTE / PROGRAM TITLES

- 1) NETWORKING: Relationships and Business; There is No Business Without Relationships! *The Power and Importance of Effective Networking; Networking to Achieve Racial Reconciliation; Networking Beyond the Cultural Stereotype; Building Powerful Partnerships To Win.
- 2) ENTREPRENEURSHIP: *Empowerment Through Entrepreneurship.
- 3) SOLUTIONS: Affirmative Action vs. Affirming Our Actions--Moving Ahead With or Without It.
- 4) WEALTH: *Future Wealth; The Ten Best Business Opportunity for Blacks in America.
- 5) DIVERSITY: *The Slight Edge: Valuing and Managing Diversity, America's Competitive Advantage; Networking Beyond the Cultural Stereotype; Building Powerful Partnerships to Win
**Selected for reprint by Vital Speeches of The Day: The Best Thoughts of The Best Minds on Current National Questions*

TRAVELING FROM

- Cleveland, Ohio (or as designated)

FEE RANGE

- \$12,500 - \$18,500 (west of Mississippi, and out of Continental U.S.) plus first-class air, hotel and ground expenses.

Client List: (Partial)

CORPORATIONS

AARP	AT&T	Black Enterprise	Corning	Essence Magazine	Hewlett-Packard	Monster.com	PPG	Verizon
Abbott Labs	Aventis	Booz, Allen & Hamilton	Chrysler	Ford Motor Company	IBM	Motorola	State Farm	Wachovia
American Express	Bank of America	Burger King	Dow Jones, Inc.	General Electric	Merck	Nextel	Time Warner	Wal-Mart
Apple Computer	BET	Delta Airlines	Eli Lilly Corp.	Hewitt, Inc.	Merrill Lynch	Office Depot	Toyota	Whirlpool

MAJOR ORGANIZATIONS

100 Black Men of America	Delta Sigma Theta	NAACP	National Bar Association	National Sales Association	Restaurant Leadership Conference
Alpha Phi Alpha	Human Resource Association	National Association of Urban Bankers	National Medical Association	National Urban League	Smithsonian Institute
American Bar Association	Inroads	National Baptist Convention USA	National Minority Business Supplier Dev.	Omega Psi Phi	UNCF
American Jewish Committee	MLK Leadership Forum	National Black MBA Assoc.	National Real Estate Assoc.	Phi Delta Kappa	United Way of America

COLLEGES & UNIVERSITIES

Columbia University	Harvard University	Princeton University	University of Michigan
Dartmouth College	London School of Economics	Spelman College	University of Pennsylvania, Wharton School
Florida A&M	Morehouse College	UCLA	Yale University

CHURCHES (SERMONS)

Allen AME Church	Jabez Ray of Hope Ministries	New Spirit Revival Center
Antioch Baptist Church	Mt. Zion Congregational	United Church of God in Christ
David Taylor Crusade	Nt'I Baptist Convention USA	St. Paul Community Bapt. Church

GOVERNMENT

Buffalo Minority Business Council	Governor's Minority Business Summit	Northwest Chamber of Commerce	The City Club of Cleveland
Central Florida Development Council	Grafton Correctional Institution	Raleigh Community Development Coalition	The Commonwealth Club of California
Congressional Black Caucus Foundation	Little Rock Chamber of Commerce	Rochester Black Business Association	The Economics Club
Department of Defense	Montgomery Chamber of Commerce	Sacramento Black Chamber of Commerce	Upstate New York Regional Minority Purchasing Council

SPEAKER PRESS KIT AND / OR PHOTO

- Please contact Lawrence Watkins with Great Black Speakers at (315) 935-9966 or info@greatblackspeakers.com

GEORGE C.FRASER

A Narrative Introduction

George Fraser is the author of two books, including the critically acclaimed bestseller, *Success Runs In Our Race; The Complete Guide to Effective Networking in the African American Community*. He is also the creator and publisher of the award winning *SuccessGuide Worldwide: The Networking Guide to Black Resources*. A 13th edition (250,000 copies) will be published next year.

Many have called George a new voice for African Americans. He is considered by many to be one of the foremost authorities on networking and building effective relationships.

George Fraser is a frequent contributor to scholarly journals on a wide range of topics to include networking, business ethics, valuing diversity and economic development. He was recently featured in the *New York Times* bestseller; *Masters of Networking* along with Colin Powell. His 2nd book *Race For Success; The Ten Best Business Opportunities for Blacks In America* was published by the William Morrow Company, and selected as one of the ten best business books of the year by the *Booklist*.

Mr. Fraser is leading a national initiative to build an *African American Business Hall of Fame and Museum* and a university-based *Center for the Advancement of African American Entrepreneurship*. Currently 14 renowned leaders sit on the Board of Directors. Four thousand people recently attended its first annual Induction Ceremony/Dinner held in June 2002 in Cleveland, Ohio. Robert Johnson of BET, Oprah Winfrey, Cathy Hughes of Radio One, Clarence Smith and Edward Lewis of *Essence Magazine* and Berry Gordy of Motown were inducted into the Business Hall of Fame in a nationally televised (The Word Network) program and ceremony.

Mr. Fraser is the founder and executive producer of an annual PowerNetworking Conference, one of Black America's largest gathering (17,000) of professionals, business owners and community leaders. The Conference features numerous workshops on networking and relationship skills building, top motivational speakers and a Business Opportunity Exposition. It is extensively covered by the national media to include; *C-Span, The Word Network, New York Times, Ebony, Jet, and Black Enterprise Magazine*.

Mr. Fraser has served on numerous boards and has received many awards and citations for his community service, including the United Negro College Fund National Volunteer of the Year Award. Allstate Insurance recently presented to him on national TV its *Architects of the Village Award*. He had been appointed to state and city commissions by both the Governor and the Mayor of his home state and city of Cleveland, Ohio.

Mr. Fraser spent 17 years in management with Procter & Gamble, United Way and Ford Motor Company Today as a popular speaker and author, Mr. Fraser has appeared on more than 250 television and radio talk shows. His views are solicited by media as diverse as CNN and the *Wall Street Journal*. Last year he gave of 120 speeches to audiences averaging 500 people each. His inspiring talks on success principles, effective networking, wealth creation, business ethics and valuing diversity are as popular among corporate professionals as they are among college students.

His words and ideas have been taped and televised. Over the last decade the prestigious publication *Vital Speeches of the Day* has selected five of Mr. Fraser's speeches to be reprinted and distributed worldwide, a first for any professional speaker in America. *UPSCALE* magazine name him one of the top 50 power brokers in Black America.

Black Enterprise Magazine called him Black America's #1 networker and featured him on its cover. Personal growth "guru" Stephen Covey called Mr. Fraser a "masterful teacher". TV host and journalist, Tony Brown called him a "visionary with the rare combination of leadership and management skills."

Mr. Fraser attended New York University and received his executive training at the Amos Tuck School of Business at Dartmouth College. He was recently awarded an Honorary Doctorate Degree of Humane Letters from

Jarvis Christian College. Mr. Fraser has been married 31 years to Nora Jean, they have two sons, Kyle and Scott. He resides in Cleveland, Ohio.