



# 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 13<sup>th</sup> 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 2<sup>nd</sup> 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.