



Neil Wood is the President at Neil Wood Consulting. He travels throughout the United States and North America as a keynote speaker sharing his expertise on how to strengthen client relationships, get introduced to high quality referrals, gain more assets and how to host successful client events. He has also given thousands of presentations on how to market yourself and your business more successfully, since he became a full-time speaker in 2000.

Professionally, Neil has spoken in front of more than 28,000 people over the last 14 years. His presentations are based on his extensive research, his own life experiences and experiences of the thousands of successful people he has met and interviewed in the last forty years. He has been involved in the financial services industry since 1987 and has learned by working with the Best of the Best in sales. Neil's new book, *The Best Practices of Successful Financial Advisors* was published in 2014 and became an Amazon Best Seller in October. His goal is to teach salespeople how to find more time, make more money and have more fun!

Neil qualified for the 1984 U.S. Olympic Trials when he won the Clarence DeMar marathon in 2 hours and 17 minutes. His expertise in visualization, goal setting, discipline and positive thinking helped him expand his own comfort zone and create a happy and successful life. He is the proud father of three children and lives on Sunset Bay in Hull, Massachusetts.

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