

## **INTRODUCTION – DAN STOCKDALE**

Ladies and Gentlemen, it is my pleasure to introduce Dan Stockdale. Dan has been in the business world since the age of 10 years when he started selling seeds and greeting cards door-to-door in his neighborhood. Over the past several decades he has founded several organizations including a concert production company, a real estate development firm, a health care consulting firm, and a continuing education company. This experience has given him firsthand knowledge of the struggles each of us face every day in our business lives.

During the time that Dan has worked in business, he has also had an interest in exotic animals. At the age of 16 he was hired at Porpoise Island in Pigeon Forge, Tennessee where he was involved in the care and husbandry of dolphins, sea lions, and a deer ranch. Since then, he has owned or trained everything from mealworms to turtles to monkeys! He has also interviewed others who train animals including Mark Oliver Gebel, Tiger Trainer for Ringling Brothers, Barnum and Bailey Circus. These interviews, along with Dan's insight into the similarities between human and animal behavior can be found in his soon to be released book titled, "Taming Tigers".

Dan believes that business is a dangerous jungle that takes skill to navigate. He believes that you can achieve success in our industry through applying the principles of positive reinforcement to the workplace. He is best known for his view that "Business is the ultimate reality show! Don't just be a Survivor... be King of the Jungle!" He is here today to share his insights with us. Please join me in welcoming... Dan Stockdale!