

Michael & Glenn Parker

# Positive Influence: The Leader Who Helps People Become Their Best Self

## Press Kit

Thank you for your interest in interviewing Michael and Glenn Parker. Our team has created a number of resources for you, including the following:

- Michael and Glenn's Bios
  - Website and Social Media Links
  - Endorsements
  - Interview Resources
  - Image Gallery
  - Sample Chapter
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## Glenn Parker's Bio

Glenn Parker is an internationally recognized workshop facilitator, organizational consultant, and conference speaker in the area of teamwork, collaboration, and team meetings. He is the author of sixteen books including the bestsellers *Cross Functional Teams: Working with Allies, Enemies and other Strangers*, and *Team Players and Teamwork: New Strategies for Developing Successful Collaboration*. Glenn's widely-used instrument the *Parker Team Player Survey* has sold more than one million copies, and his seminal work on team-player styles was featured in a bestselling CRM video.

As a consultant for more than forty years, Glenn Parker has helped create high-performing teams at hundreds of organizations including Novartis Pharmaceuticals, Merck & Company, Bristol-Myers Squibb, Philips-Van Heusen, Telcordia Technologies, BOC Gases, and the U. S. Coast Guard.

Glenn holds a Master's degree from the University of Illinois and studied for the doctorate at Cornell University. Through his philanthropic endeavors, he has raised over \$1.5 million for cancer research.

## Michael Parker's Bio

Michael Parker is a senior executive with twenty-five years of experience in financial services. Currently, he serves as the Managing Director for Rockefeller Capital Management, based in New York City. Prior to his current position, Michael led RBC U.S. Wealth Management Recruiting Strategy, where he led the firm to record-breaking growth in 2018. He has also spent time as the Executive Vice President and Chief Development Officer with HighTower, where he led the firm to a Top 5 ranking for six consecutive years and earned a listing in the *Inc. Magazine 5000* fastest-growth companies for five consecutive years.

Throughout his career, Michael has been a featured writer for [wealthmanagement.com](http://wealthmanagement.com), where he has authored more than a dozen articles, as well as the industry award-winning Blueprint for Growth.

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## Website and Social Media Links

- [Michael's LinkedIn](#)
  - [Glenn's LinkedIn](#)
  - Book Website
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## Endorsements

*"Everyone needs a positive influence in their lives, and if you're looking for inspiration, you need look no further than The Positive Influence Leader. Michael and Glenn Parker have done a remarkable job of pulling together examples from a cross-section of humanity, to show what is possible when positive influence is at work." -Marshall Goldsmith, #1 New York Times bestselling author of Triggers, MOJO and What Got You Here Won't Get You There.*

*“We are in a relationship and connection economy where leadership is defined as the ability to influence individual gifts towards shared goals. That’s why this book is a goldmine for leaders. It shows how to individualize leadership for different types of people, balance self fulfillment with service to others, and transform negative drain into positive potential. Most importantly, The Positive Influence Leader reminds leaders that we are in this together.” - Nate Regier, Author of Beyond Drama, Conflict Without Casualties, and coming up...Seeing People Through.*

*“If you are a leader who truly wants to grow your team, the ideas in this book could become your bible.” -Beverly L. Kaye, Co-Author of Love ‘Em or Lose ‘Em and Help Them Grow or Watch Them Go.*

*I just finished reading this remarkable new book. The Parker’s have tackled the very complex concept of positive influence as a critical leadership competency in a very compelling way. They not only present real-life stories of positive influence, but they offer the reader a means of assessing and managing their influence style. I offer the book and its authors my highest endorsement. Well done! -Richard Kropp, Vice President Human Resources, MorseLife Health Systems.*

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## **Interview Resources**

### **Topics**

- Positive Influence Leadership: “Without This Person I Would Not Be Where I am Today”
- Dealing with Negative Influences in Your Life
- The types of Positive Influence Leaders
- Positive Influence People “Pay it Forward.”
- Famous People and the Positive Influence Leaders in Their Life

### **Talking Points about Positive Influence Leadership**

- Everyone has a story of being impacted by a positive person in their life. What’s yours?
- Women in leadership: what obstacles they had to overcome, and how a positive influence leader impacted their career.
- Different coping strategies for dealing with negative influences in your life.

- How do people who benefited from a positive influence leader pay it forward to people in their life?
  - Determining your style of Positive Influence Leadership.
  - Examples of Famous People and the Positive Influence in their Life: Oprah Winfrey points to Maya Angelou as the person “the woman who can share my triumphs, chide me with hard truth and soothe me with words of comfort when I call her in my deepest pain.”
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## Image Gallery

You can select and download headshots, lifestyle shots, and logos by clicking [here](#).

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## Past Interviews, Articles, Books and Other Resources

### Glenn's Past Work

- [Team Players and Teamwork](#): New Strategies for Developing Successful Collaboration.
- [Parker Team Player Survey](#)
- [Cross-Functional Teams: Working with Allies, Enemies and Other Strangers](#)
- [50 Activities for Team Building, v.1](#)
- [25 Instruments for Team Building](#)

### Michael's Past Work

- Wealthmanagement.com articles
    - [Scrap the Strategic Planning Meetings, Just Tell a Great Story](#)
    - [Seven Keys to Effective Pipeline Management](#)
    - [What Did You Learn? On Wealth Management Leadership](#)
    - [What Gets Measured Gets Done](#)
    - [Advisors: Are You Willing to Sacrifice Growth?](#)
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## Q & A with Michael and Glenn

- **What was the genesis for writing this book?**
- **You speak mostly about the positive influences people have had in their lives, but what about the negative influences? Have you found those to also be impactful?**

- What about women and positive influence? Do you have stories to share of some of their struggles to prove themselves?
  - So, you share many stories in your book of those who have been positively influenced. What was that experience like? Did people share freely?
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**Sample Chapter.** I checked and I believe that Chapter 9: Turning a Negative Influence into a Positive Force can stand alone as an easily readable piece.