



LT. COL. WALDO WALDMAN  
**YOUR WINGMAN®**



**Building Collaborative Cultures of  
Courage, Trust, and Excellence**



# Is Your Team Mission Ready?

★ Overcome Obstacles ★

★ Adapt To Change ★

★ Break Performance Barriers ★





# NEVER FLY SOLO

**THE POWER OF PARTNERSHIP TO REACH  
NEW HEIGHTS IN BUSINESS**

**KEYNOTE: 60-90 MINS**



## Flying solo?

You might think so. But take a good look around... you have support staff. You have managers. You have suppliers and distributors. And you have colleagues, family members and significant others.

By placing your trust in those around you—you can overcome obstacles, adapt to change, and achieve success during adverse times. By placing your trust in your Wingmen and by being a Wingman to others, there is no mission you can't complete.

Through captivating stories, business lessons, and high energy video, Waldo will take your team on an unforgettable journey of high performance and excellence in extremely competitive and demanding environments.

Be inspired to take to the skies knowing that you have Wingmen to help you face challenges and change with confidence while maximizing your potential in all aspects of life.

## KEY TAKEAWAYS:

- **Promote Open Communication, Integrity, and Trust**
- **Develop a Collaborative Culture of Accountability and Mutual Support**
- **Leverage Preparation to Execute with Confidence**
- **Transform Relationships into Revenue**
- **Convert Fear into Action**
- **Lead with Courage, Conviction, and Compassion**



**Click here to see Waldo in action.**





## YOUR WINGMAN®

### LT. COL. WALDO WALDMAN, MBA, CSP, CPAE

Decorated Fighter Pilot. *New York Times* Bestselling Author. Hall of Fame Speaker.

Known as “The Wingman,” Lt Col (ret.) Waldo Waldman is the author of National Bestseller *Never Fly Solo*. He helps organizations build collaborative cultures of trust, courage and commitment in order to adapt to change, break performance barriers, and overcome adversity.

In addition to his time in the military, Waldo has real world corporate sales experience and is an expert on *change management and resilience* – having overcome a fear of heights and claustrophobia to achieve his dream of becoming a fighter pilot.

His compelling stories and tactics on *overcoming adversity, performing under pressure and servant-based leadership* are extremely relevant to organizations who are going through disruptive change and seeking to build a **“One Team, One Mission”** culture of excellence and trust.



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**“We Survive Solo but Win Together.”**

– Waldo Waldman

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Waldo is a graduate of the U.S. Air Force Academy and also holds an MBA with a focus on Organizational Behavior. He is an inductee into the *Professional Speakers Hall of Fame*, and is the founder of *The Wingman Foundation* whose mission is to build funds and awareness for veterans and their families in need. He has been featured on *CNN, Fox News, Inc. Magazine, and The Harvard Business Review*, and his clients include *Verizon, American Express, GE, The Denver Broncos, ExxonMobil, New York Life, Siemens, Merck, and dozens of national associations*.





UPS Capital®

"Waldo's knowledge of the company and ability to place our current challenges into context, showed how much time, research, and planning he put into his performance. He sounded like a seasoned UPS employee! His infectious attitude carried over to the audience and was undoubtedly the highlight of this year's conference."

- **Curt Redden; Global Director of Talent Development**



"With recent changes in our leadership and organizational structure, Waldo's "One Team, One Mission" message was a perfect way to emphasize collaboration between our territorial sales reps, managers, and account specialists. His focus on accountability, preparation and resisting complacency reinforced our focus on sustaining a high-performance culture."

- **Adam Goess, Director, Global Sales Training**



"Waldo completely exceeded our expectations. We were familiar with his work with other Verizon divisions, and based on previous testimonials, expected him to deliver. Needless to say, not only was his message outstanding, but he also delivered a great experience for our leaders."

- **Andrea Balanta, Sr. Marketing Analyst**



"I've attended hundreds of meetings and I must say Waldo is one of the best speakers I've ever heard. Even though we gave him the challenge of an after dinner program and a day-worn audience, his speech was engaging, motivating, and very powerful."

- **Kevin Yates, President, LMV Division**



"After delivering your leadership message to our Development Agents, I knew you would be perfect to open our 50th Anniversary Convention in front of 5,000 international franchisees and vendor partners. Not only was your industry knowledge of our franchise system commendable, but your ability to personalize the program was the best I've seen."

- **Michele DiNello, Director of Communications, Subway Franchise**





# Wingman Challenge Coins

Every fighter squadron has its own unique coin that serves as a symbol of each pilot's commitment. They are customized with the squadron logo and motto, and must be carried at all times as they represent loyalty, unit pride and a commitment to the mission.



Anyone can initiate a “coin check” by presenting their coin and declaring a challenge. Everyone has 10 seconds to show their coin and thus prove that they are mission ready.

Here's the catch - If you don't have your coin, then you're buying lunch or drinks! But if you do have it, then the person who initiated the challenge has to pay up.



*Waldo's challenge coins make great conference gifts and are a fun way to build team unity and pride. They also serve as a unique reminder of your corporate values and mission.*

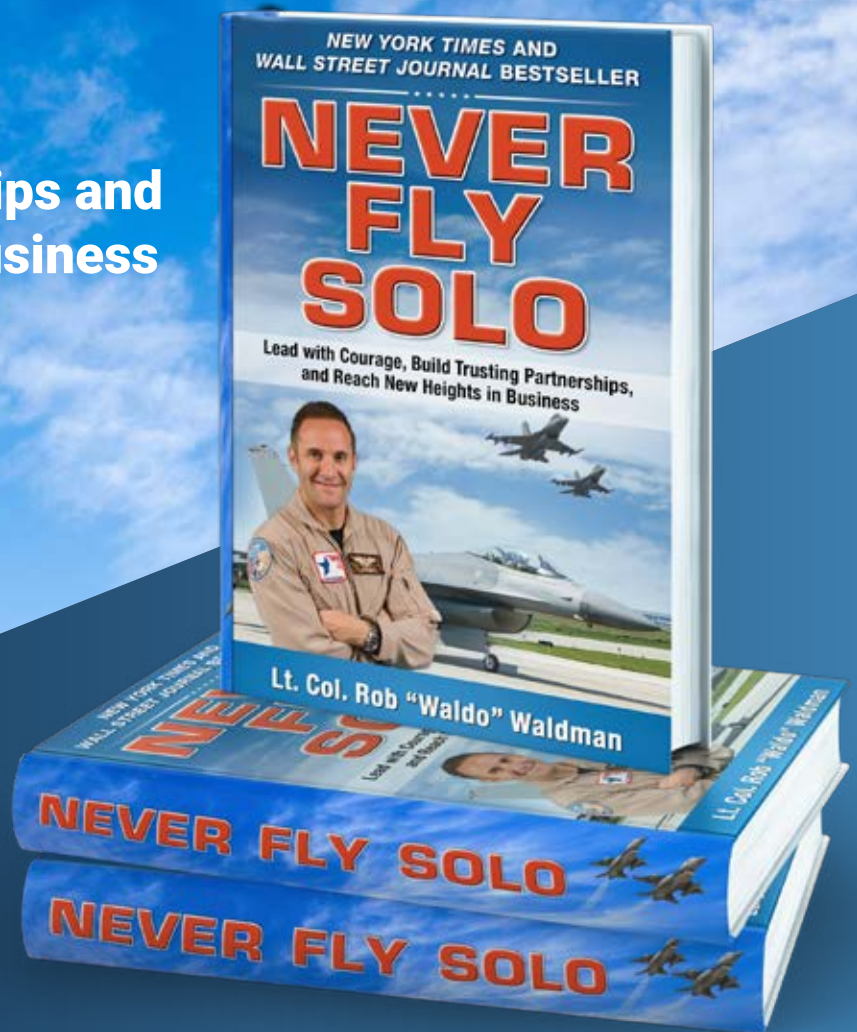


**To have your custom coin created, call 1-866-925-3616.**

***"Every executive and entrepreneur needs this book."***  
*Bridgett Price, Chief Learning Officer, Marriott International, Inc.*

**Lead with Courage,  
Build Trusting Partnerships and  
Reach New Heights in Business**

As Seen On



**NEW YORK TIMES AND  
WALL STREET JOURNAL  
BESTSELLER**

Published by McGraw-Hill

*Never Fly Solo* will inspire your team to break their performance barriers and partner for success in today's competitive business environment.

A portion of the book's proceeds will be donated to veterans in need.

Visit [yourwingman.com](http://yourwingman.com) to purchase.



LT. COL. WALDO WALDMAN

# TOP GUN LEADERSHIP A.C.E. PROGRAM

ACCOUNTABILITY  
COMMITMENT  
EXECUTION



A 52-week video leadership series to equip you with the tools and mindset to break performance barriers and grow yourself and your team.



Click on the image below to see an example.



Call 866-925-3616 or  
click [here](#) for more information.





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No fighter pilot ever flies a combat mission solo and neither should you.

To win in business and in life, you need *Wingmen* — trusted and reliable partners!

I look forward to being *your wingman* by empowering your organization with tools to promote a collaborative culture of trust, courage, and mutual support.



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