

# Paul Meshanko

Insightful, Inspiring & Refreshingly Original

Paul Meshanko's presentations and seminars help organizations:

- Create high-performance work cultures
- Improve employee productivity, morale and retention
- Increase buy-in for organizational changes
- Build cooperative teams, inspire creativity and innovation
- Eliminate disrespectful behaviors that hamper success



Change *what* you think  
and you improve today

Change *how* you think

and you improve every day.

Accountability, passion, cooperation, respect, flexibility, optimism... and FUN! These are the qualities that propel successful people and dynamic organizations to greater achievement. And nobody knows this better than Paul Meshanko.

## Effective presentations that help you change

It seems so enticing – bring in a motivational speaker and people will start to do cartwheels. Morale will soar, productivity will double, and everyone will suddenly volunteer to work weekends because they're so eager to please their customers and coworkers. Right...sure they will!

While many speakers can entertain and send the audience home smiling, the truly effective presenter is the one who helps the audience understand that being more productive and more fulfilled in any aspect of life, requires more than a feel-good diversion – it requires a change in thought processes and in attitudes.

“Paul’s keen ability to speak to the heart of the matter while providing anecdotal examples and humor makes him tremendously effective as a speaker.”

TONY BENNETT  
DIRECTOR OF TRAINING & DEVELOPMENT  
Liebert Global Services / Emerson Electric

## Paul Meshanko understands corporate culture

He spent more than a decade in the corporate trenches, surrounded by attitudes and practices that often kept good people – and good organizations – from reaching their potential. Working in sales and new product development for a *Fortune 50* company, Paul refused to succumb to the excuses, finger-pointing and hidden agendas that crippled so many of his peers. It was often a tough road, but always the right road.



Not just another motivational speaker, but a corporate culture and employee engagement specialist.

Today, with more than a decade of successful presentation experience to his credit, Paul is recognized throughout North America as an authority on improving organizational culture and productivity. He communicates key points effectively with humor, wisdom and real-world examples that everyone can relate to. Each presentation is customized to “fit” the specific audience because Paul researches the organization and understands its goals, cultural history and work climate – long before he’s formally introduced to the audience.

When you need a presenter who’s *been there*, who understands organizational culture from the inside, and who has a phenomenal record of affecting long-term cultural change, call **Paul Meshanko**.

“Diversity is one of the most misunderstood philosophies and Paul takes it to a level that breaks it down to its simplest form – RESPECT. He allows participants to express their own thoughts and feelings and helps them to break through their stereotypes and understand the message he is delivering.”

**KAL KEITEL**  
HUMAN RESOURCES DIRECTOR  
St. Anthony’s Memorial Hospital



Be sure to look for Paul’s new books, *Conversations on Success* and *Respect: Coloring Outside the Lines*



### Keynote Topics (45-90 minutes)

**Managing the Rapids of Change:**  
*Keys for Personal and Professional Success*

**World Class Team Leadership**

**Building & Sustaining a High-Performance Work Culture**

**Getting the Most Out of Your Day...and Your Life**

**RESPECT: Coloring Outside the Lines**

**The Six Secrets of All Great Salespeople**

### Seminar Topics (customizable duration)

**Employee Engagement:**  
*Increasing Human Effectiveness®*

**Teamwork: Committed to Quality®**

**Diversity/Inclusion:**  
*Respectful Workplace®*

“Your engaging style as a presenter captured both the hearts and minds of those in your audience. Your content was thought-provoking and your call-to-action compelling.”

**JOHN KOYNOCK**  
NORTH AMERICA HR MANAGER  
Parker Hannifin Fluid Connectors

# Paul Meshanko

Managing Partner, EdgeOhio

Finally, a speaker who genuinely thinks differently!

Paul helps people thrive, not just survive, in a climate of constant change. He knows that it's not *what* people think that determines their success or failure in life, but *how* they think. Thinking determines attitudes, behaviors and habits – and Paul explains the mechanics of thinking better than anyone.

After 12 years in sales and new product development for a *Fortune 50* company, Paul founded the Ohio office of Edge Learning Institute, a world renowned corporate leadership and training organization. As a keynote speaker, he uses familiar situations, concrete research and a broad knowledge of many topics to deliver an exciting presentation that not only educates, but inspires and entertains.

## FACTOIDS:

- BSBA, The Ohio State University
- MBA, Baldwin Wallace College
- Sales and Marketing Executive, Honeywell Brake Systems
- Founder and Managing Partner, Edge Learning Institute of Ohio
- Founder of RespectfulWorkplace.com
- Board of Directors, Boys & Girls Clubs of Cleveland

Attitudes.  
Performance.  
Results.



"Your presentation on changing culture was right on for our organization. It was refreshing to hear someone who understands the reality of change and key drivers that promote success. We enjoyed your candor and down-to-earth approach."

GARY SALTERS  
SR. VP CUSTOMER OPERATIONS  
McGraw-Hill Education

Need a speaker who can create positive change in your organization?

For more information and to view a video clip, visit us today at [www.PaulMeshanko.com](http://www.PaulMeshanko.com) or call us at (216) 674-1085 or (888) 892-0300

## PARTIAL CLIENT LIST

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Rayonier Forest Resources, L.P.  
St. Anthony's Hospital  
Strategic Energy, LLC  
Symantec Corporation  
The Ohio State University  
Third Federal Savings & Loan  
U.S. EPA  
U.S. Steel Corporation  
University of Akron  
Vital Care, Inc.  
Wright State University  
Xerox Connect  
Zimmer Orthopaedic

"Paul was excellent at our annual Leadership Conference in delivering both our keynote and workshops. He received the highest scores of all the presenters...from our 260 managers/directors in attendance. His real-life examples, coupled with his great presentation style, really hit home with our audience!"

DEB STANAWAY  
LEADERSHIP CONFERENCE CHAIR  
State of Michigan, Department of Information Technology

"Paul Meshanko's seminar was excellent. Our employees latched onto Paul's interactive style and really embraced his message. The employee surveys prove it... Paul is all class. It is clearly one of the best employee programs that we have arranged for."

DAVID ASTLES, PH.D.  
DIRECTOR OF BUSINESS OPERATIONS  
Wright State University, School of Medicine

"The training was extremely well received by my team. It was practical and real world with a motivational flare. Every single salesperson asked me when Paul was coming back for more!"

MICHAEL KOBUSZEWSKI  
REGIONAL MANAGER  
Viega North America



Cleveland, Ohio  
Ph: (216) 674-1085 / (888) 892-0300  
Fax: (216) 674-8204  
[www.PaulMeshanko.com](http://www.PaulMeshanko.com)

