



## Resources & Acknowledgments

Tomlinson & Associates, “*Organizational Excellence – A Culture of Discipline*,” is filled with the collective wisdom of Gary’s teachers, mentors, and advisors as well as his own experiences over the past thirty-five years. “If you would be successful, study those who are already successful.” This timeless wisdom has been passed along in story-form since the beginning of civilization. As Cavett Robert, founder of the National Speakers Association says, “Learning from the school of hard knocks is very informing, but the tuition is too high! We should learn from other people’s experiences.”

The insights and education shared in Gary’s website are the direct result of the learnings from the great teachers, mentors, and advisors listed below:

1. Captain D. Michael Abrashoff, author – *It’s Your Ship*
2. Mr. Brian Azar, author, coach, teacher, public speaker – *The Sales Catalyst, Inc.*  
Durham, NC
  - ◆ Author – *Your Successful Sales Career*
3. Ms. Marti Barletta, author – *Marketing to Women*
4. Ms. Judi Beck, *Organizational Solutions*, Human Systems Consultant
  - ◆ Peter Senge, author – *The Fifth Discipline*
  - ◆ Stephen Covey, author – *7 Habits of Highly Effective People*
  - ◆ Margaret Wheatley, author – *Leadership in the New Science–Chaos Theories*
5. Mr. James Belasco and Mr. Ralph Stayer, authors – *Flight of the Buffalo*
6. Mr. Ken Blanchard & Marc Muchnick, authors – *The Leadership Pill*

7. Mr. Ty Boyd, author, teacher, public speaker – *Ty Boyd Enterprises*, Charlotte, NC
  - ◆ Seminar/Workshop – *Excellence in Speaking Institute*
  - ◆ Author – *Visions, From the Leaders of Today for the Leaders of Tomorrow*
  - ◆ Author – *The Million Dollar Toolbox*
8. Mr. Bill Brooks, author, teacher, public speaker – *The Brooks Group*, NC
  - ◆ Author – *The Speaking & Professional Skills System*
9. Mr. Marty Brounstein, author – *Communicating Effectively for Dummies*
10. Mr. “Coach Bud” Coggins, coach, teacher, public speaker – Raleigh, NC
11. Mr. Jan Carlzon, author – *Moments of Truth*
12. Mr. Marty Clark, author, speaker – *Leadership Land Mines*
13. Mr. Jim Collins, author – *Good to Great*
14. Mr. David Cottrell & Eric Harvey – *The Manager’s Communication Handbook – A Walk – the – Talk Handbook*
15. Mr. Roger Dawson, author, teacher, public speaker – *Power Negotiating for Salespeople*
16. Mr. Richard Dowis, author – *The Lost Art of the Great Speech*
17. Mr. Michael E. Gerber, author, speaker, businessman – Santa Rosa, CA
  - ◆ Author – *The E-Myth Revisited*
  - ◆ Author – *The E-Myth Manager*
18. Ms. Genece Hamby, author, teacher, public speaker – CA
  - ◆ *The Blue Sage Group - Branding the Solo Entrepreneur*
  - ◆ *The Personal Branding DNA System*
19. Mr. Gary Harpst, author, speaker, entrepreneur
  - ◆ Author – *Six Disciplines Execution Revolution*
  - ◆ Author – *Six Disciplines for Excellence*
20. Mr. Chip Heath & Dan Heath, authors – *Made to Stick*

21. Hegarty and Nelson, authors / workshop – *Consistently Exceptional Leadership*
22. Mr. Ron Hoff, author – *I Can See You Naked*
23. Mr. Sig Hutchinson, teacher, public speaker – *Sig Hutchinson & Assoc., Raleigh, NC*
  - ◆ Workshop/Seminar – *Professional Selling Series*
  - ◆ Dale Carnegie, author – *How to Win Friends and Influence People*
  - ◆ Michael Treacy & Fred Wiersema, authors – *Discipline of Market Leaders*
24. Mr. Charles King, author, teacher, public speaker – *Goald Development Systems, Raleigh, NC*
  - ◆ Author – *Overcoming the Overwhelming*
  - ◆ Seminar – *Celebrating Diversity*
  - ◆ Workshop – *The Smart Way*
25. Mr. John P. Kotter, author – *Leading Change*
26. Mr. Michael LeBoeuf, author – *How to Win Customers and Keep Them for Life*
27. Mr. Cam Marston, author, teacher, public speaker – *Marston Communications, Charlotte, NC*
  - ◆ Public Speaker – *Leading and Motivating Generation X*
  - ◆ Teacher – *Excellence in Speaking Institute*
28. Mr. Frank Patterson, author, teacher, public speaker – *Charlottesville, VA*
  - ◆ Author – *How to Create and Deliver Presentations that Spur Others to Action*
  - ◆ Seminar – *The Effective Use of Language*
29. Mr. Temple Porter, coach, teacher, public speaker – *Triangle Coaching Services Raleigh, NC*
30. Mr. Tom Rath & Donald Clifton, authors – *How Full is Your Bucket*
31. Ms. Jeanne Robertson, author, humorist, public speaker – *Burlington, NC*
  - ◆ Author – *Don't Let The Funny Stuff Get Away*
32. Ms. Susan Scott, author – *Fierce Conversations*
33. Ms. Annette Simmons, author, consultant, public speaker – *The Story Factor*

34. *Speaking Secrets of the Masters* – The personal techniques used by 22 of the worlds top professional speakers
35. Ms. Dottie Walters, author – *Speak and Grow Rich*
36. Mr. Ron Willingham, author –
- ◆ Author – *The People Principle*
  - ◆ Author – *Integrity Selling for the 21<sup>st</sup> Century*
37. Mr. Coach John Wooden, coach, author – *Wooden – A Lifetime of Observations and Reflections On and Off the Court*
38. Mr. Ron Zemke & Mr. John Woods, editors – *Best Practices in Customer Service*

The above authors, teachers, and mentors have helped shape the education contained in my website. This list will continue to increase in size as I continue to be a student of great business education. I'm sure that I have missed a number of resources that should have been listed and I apologize to those who should have been included.

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