



Nick Sarillo

ENTREPRENEUR, SPEAKER & AUTHOR

Build a Positive Culture on *Purpose* **How to Use Purpose & Values to Create a Thriving Organization**

Do your employees love to come to work? Join Nick Sarillo, author of *A Slice of the Pie*, and Founder of Nick's Pizza and Pub as he shares his success secrets to turning any small business into a successful, high-performance organization. One where employees love to come to work – and it shows, each and every day through their performance. Nick's restaurant is one of the top ten busiest independent pizza companies in the U.S Margins are often twice those of the average pizza joint, while employee turnover is less than 20% per year in an industry that averages more than 150% ...which is incredible when you consider more than 70% of Nick's employees are under the age of 25 and part of a generation in which job hopping is the new normal. Nick's restaurants serve as a great example of how clearly defining and living your company's purpose and values can create a world-class culture in any organization and industry. Nick will share real life examples from his experience detailing how you can create the type of company culture you've always wanted to work for. Nick also provides tangible tools that you can begin implementing in your business immediately!

Nick's presentation will energize and inspire anyone who wants to strengthen organizational culture and engage their team in company results. As a result of this program, participants will be able to:

- Build an environment of trust that is a magnet for hiring and retaining the best talent.
- Increase employee productivity by creating a positive culture built around the company's purpose and values.
- Use a feedback system that builds confidence and allows each team member to take ownership for his or her own development.
- Follow a most effective path to great customer service through their team.
- Join the Trust-And-Track Leadership™ movement using the coaching tools and techniques Nick shares.

Perfect Audience: Entrepreneurs, business owners, association or corporate leaders who want to strengthen their organizational culture and engage their team in company results.

Program Format: 45-75 minute keynote. (For something different, please note that Nick does offer a full-day customized University program that includes sessions with his leadership team and time in his restaurants.)

For more information, visit www.NickSarillo.com and contact Nick's Speaker Agent: Michele Lucia at 214-543-0844 or mlucia@adlspeakers.com.



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About Nick Sarillo: Nick Sarillo is the founder, CEO and “primary keeper” of the Purpose and Operational Values of Nick’s Pizza & Pub – one of the top ten busiest independent pizza companies in per-store sales in the United States. Nick’s Pizza & Pub was founded with the purpose of providing the community with an unforgettable place where families could relax and have fun. Nick credits his company’s success to his purpose-driven culture, which is the focus of his book, *A Slice of the Pie: How to Build a Big Little Business* (Portfolio; 2012). His insights have been featured in *Inc.*, *The New York Times*, *The Economist*, *Fast Company*, *Entrepreneur* and *Investor’s Business Daily*.

“There are only a few CEOs today who have the courage to put people before numbers. Nick Sarillo is one of those leaders. The best part is, his numbers are vastly better than everyone else’s. We can all learn a lot about how to treat people and how to run a business from Nick. Inspire on!”

Simon Sinek
Author of *Start With Why*

“Nick brought passion to a whole new level while telling his story ... He delivered a unique and heart felt message that left the audience with actionable items to take back and implement at their own organizations. Attendees were touched and motivated by his story and talked about it for weeks after the event! Nick would be a great addition to any speaker line up.”

Sarah Atkinson
Director of Marketing
People Report & Black Box Intelligence

“We were thrilled to feature Nick Sarillo as a presenter to (our) leaders. He quickly connected with our leaders through his genuine and powerful storytelling style. Nick provided practical, relevant and thought-provoking tools which included his Trust and Track™ process. In addition, Nick shared with our leaders his proven methods to improve team retention, productivity and customer service. Most gratifying was to hear from a number of our leaders having implemented those tools within their teams.”

Cynthia Riehman
Director Leadership & Organizational Development
Ann & Robert H. Lurie Children’s Hospital of Chicago

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