



## EXP WORLD HOLDINGS, INC. CEO GLENN SANFORD

WITH HOST DON YAEGER

*DonYaeger*

### *Don's favorite quotes from this episode:*

- Opportunities are rarely missed, they are just given to someone else.
- I want to be in the future before anyone else gets there—I want to arrive first by researching what is around the corner.
- Sports teach you how to show up every day—even when you don't feel like it.
- People follow people with big ideas. If you think big, you'll attract people who like people who think big.

### *Reflection Questions:*

List three future trends you see coming— how are you preparing for them now?

Are you building a company centered around purpose—or just profits? What adjustments do you need to make about the way you portray your organization?

Bring Don's inspiration and tools for culture transformation to your team!

[DonYaeger.com](http://DonYaeger.com)

INCREASE SALES • CAPTIVATE INVESTORS • GROW LEADERSHIP

# STORYTELLING IS THE DIFFERENCE BETWEEN GOOD AND GREAT

The good news is the Art of Storytelling can be learned!

**2024  
INDUCTEE**  
Professional  
Speakers  
Hall of Fame

“  
Don Yaeger is the greatest storyteller  
in the world today and what he teaches  
will make an impact on your life.

– John C. Maxwell

”

When Simon Sinek  
wanted to teach  
storytelling to his  
community he  
called Don Yaeger.



## SPEAKING TOPICS

- ☑ The Art of Storytelling
- ☑ Individual High-Performance
- ☑ Building Great Teams
- ☑ Servant Leadership

**DONYAEGER.COM**

**READY TO INSPIRE & TRANSFORM  
AT YOUR NEXT TEAM MEETING?**

Check Don's availability:

850-284-9849 or [donw@greatnessinc.com](mailto:donw@greatnessinc.com)