

Molly Fletcher

Pioneering Female Sports Agent and CEO

Molly Fletcher is a trailblazer in every sense of the word—a rare talent of business wisdom, relationship brilliance, and unwavering optimism. As a CEO, she shares her unconventional and unique techniques that made her one of the first female sports agents in the high stakes, big ego world of professional sports, and now a successful entrepreneur.

Formerly, as president of client representation for sports and entertainment agency CSE, Molly spent two decades as one of the world's only female sports agents. She was hailed as the “female Jerry Maguire” by CNN as she recruited and represented hundreds of sport's biggest names, including Hall of Fame pitcher John Smoltz, PGA TOUR golfer Matt Kuchar, Broadcaster Erin Andrews, and Basketball Championship Coaches Tom Izzo and Doc Rivers.

As she successfully negotiated over \$500 million in contracts and built lasting relationships, she also observed and adopted the traits of those at the top of their game. Molly shares her proven approach to negotiating in her company's Game Changer Negotiation Training workshops, teaching people how to close more deals faster, while strengthening the relationship.

Molly has been featured in ESPN, *Fast Company*, *Forbes*, and *Sports Illustrated*. A sought after motivational speaker, she delivers game changing messages to top companies, trade associations, and teams worldwide.

Molly is the author of four books, including, *Fearless At Work*, *A Winner's Guide to Negotiating*, *The Business of Being the Best*, and *The 5 Best Tools to Find Your Dream Career*.

She has been recognized by Michigan State University with the Outstanding Alumni Award and has received numerous other awards and recognitions. Molly currently serves as a National Trustee member for the Boys & Girls Clubs of America and on the national advisory board for the Positive Coaching Alliance (PCA).

Molly earned a bachelor's degree in communications from Michigan State University while captaining the women's tennis team. Molly's energy and passion for life shines through everything she does. She finds her greatest joy at home in Atlanta with her husband Fred and their three daughters.