

Barbara Corcoran

Founder of The Corcoran Group and Shark on ABC's Shark Tank

How She Built It: Barbara's Rags to Riches Story Barbara didn't start out as a success. Her credits include straight Ds in high school and college and 22 jobs by the time she turned 23. Thanks to a lucky break, she borrowed \$1000, quit her job as a waitress and started a tiny real estate company in New York City. Barbara built The Corcoran Group into an empire worth \$5 billion 25 years later. Barbara shares her unlikely story along with her best tips and tricks, navigating the toughest market in the world. A story of outrageous perseverance and business acumen will keep your audience laughing and learning the whole way through!

Emotionally Intelligent Leadership: Leading to Greatness Leaders are increasingly recognizing the importance of emotional intelligence (EQ) in building and managing teams, fostering collaboration, and building their competitive advantage. Barbara teaches you to meet the needs of the new employee and their new way of doing business. As remote and hybrid work models continue to be the norm, emotionally intelligent leaders must adapt their management styles to better support hybrid teams, focusing on flexibility, communication, and creative ideas. Barbara inspires today's leaders with her management technique to bring out the best in your employees building cohesive and powerful teams.

How to Spot and Recruit Talent Barbara knows how to make teams click. She's hired (and fired) thousands of people throughout her career and repeatedly builds unstoppable teams. She shares her unique insights and the practical lessons that will make your leaders more effective and more able to build a powerhouse team that makes a habit out of winning.

How to Build Your Business Through Troubled Times and Prosper! Barbara knows that bad times are the best times to move ahead. She survived and prospered amid 18% interest rates, the near-death bankruptcy of New York, subprime mortgage crisis and the tragedy of 9/11. Barbara built The Corcoran Group with a \$1000 loan into NYC's #1 powerhouse. With her innovative, outside-the-box thinking, she continues to turn her Shark Tank companies into success stories every day. In this session, Barbara shares lessons from the trenches to demonstrate her leadership methodology on how to adapt quickly, pivot and turn every obstacle into the new opportunity it wants to be.

How to Bounce Back from Failure Barbara has mastered the art of bouncing back and knows that resilience can be taught. It's the most important skill that gets you through constant change, tough times and inevitably lands you on top. Barbara will motivate your team leaders with her no-nonsense methodology to overcome failure and move ahead. She'll teach your audience to overcome the obstacles that get in the way and how to master the art of the comeback!

Shark Tank Unfiltered Ever wonder what really happens in the Tank? Do the sharks really invest their own money and how much money do they win and lose? How many businesses fail out right out of the gate, and which are the most successful? What are the traits that successful entrepreneurs have in common? What goes wrong, and what's Kevin really like? What unexpected and ridiculous antics happen on set that the audience never gets to see? A fast-paced, photo-packed, fun-filled peek behind the scenes on Shark Tank with Barbara.

Fireside Chat: Ask Barbara Anything Got a question? Turn the tables on Barbara in this suped-up Q&A session of your choice! Invite your own company executive to lead the discussion and have your audience ask what's on their mind. Barbara's takes the hot seat, entertaining your audience with her unorthodox stories and her always candid, often unexpected answers.