



Born to middle-class educators in Iran, **David Nour** learned at a very young age the incredible power and promise of identifying, building, and nurturing strategic relationships. As he wrote in his first book, *Relationship Economics® - Transform Your Most Valuable Business Contacts Into Personal and Professional Success* (Wiley, 2012), he certainly didn't get it then, but walking through the bazaars of Iran at a young age with his father on Friday errands, he understands now that his dad got things done through relationships. Whether they needed a plumber at the house that afternoon or access to an influential politician, the rest of the world is dramatically more proactive with its portfolio of relationships.

David arrived in the U.S. as a teenager in 1981 with a suitcase, \$100 to his name and no fluency in English. He lived with an aunt and uncle he had never met and grew up in the suburbs of Atlanta. He earned his Eagle Scout, graduated from high school and enrolled in an undergraduate engineering program, before graduating from Georgia State University with a business degree. His early career in sales and sales management at various technology firms reinforced the value of internal and external relationships.

Later after working for a global consultancy and earning his postgraduate degree from Emory University's Goizueta Business School, David became President of an early-stage venture. While there he again leveraged more than his educational foundation and professional pedigree, but his portfolio of relationships to identify market opportunities, attract and retain exceptional talent, raise capital, and gain his clients' confidence. Many of these results he shares today with his global audiences.

During his time as...

Testimonials

“I found David to be incredibly knowledgeable, creative and forthright. I would gladly work with David again if given the opportunity.”

- Skyhook Wireless.

“With David's enthusiasm, you can't be in the same state and not be motivated! Beyond the motivation factor, his teachings are right on. They can be applied to anyone in any industry. I highly recommend each organization & individuals alike listen to David!”

- LK Communications.

David Nour

Speech Topics

- Teambuilding
- Strategic Alliance
- Social Media
- Peak Performance
- Networking
- Motivation

