



Ed Bilat

Business to Consumer Practice Lead

Storytelling master helping sales teams to ignite their performance and grow their business.

Ed, his wife and two kids reside in Ottawa, Canada. When he is not travelling around the world consulting and speaking, Ed can be found at the local dojo practicing martial arts or in the middle of a lake paddleboarding and fishing.

blueprint North America

We offer training, coaching, consultancy and keynote addresses that help **build confidence** in individuals, teams and organizations in three areas:

1. PERSONAL CONFIDENCE

2. SALES CONFIDENCE

3. STRATEGIC CONFIDENCE

4. LEADERSHIP CONFIDENCE

Anchored by our values – Purpose, Performance and Positivity – we believe that **success can be planned**, that winning is by design, and that you are the architect of your outcomes. Using blueprint processes, tools and concepts helps commercial professionals to learn to be disciplined, plan to be prepared, and **choose to be confident**.

What **inspired** you to dedicate your life to helping people and organizations unleash their potential?

Unlocking peoples true potential is extremely rewarding experience for me.

Proudest business accomplishment?

Turning around underperforming sales teams and making sales human.

What advice would you give new leaders?



“Stop Selling, Start Listening and Tell your own Story”

FAVORITE...

TED TALK

Start With Why by Simon Sinek

BOOK

The Alchemist by Paulo Coelho

CITY

Paris, France

QUOTE

“If you want to change the way people respond to you, change the way you respond to people.”

~ Timothy Leary