

# BB WEBB

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After a career envisioning, creating, managing, and growing innovative, successful businesses, I moved to Montana in early 2017 to be near family. I involve myself in business and artistic projects that might benefit from my experience, passion and skills. Currently, I'm focused on business coaching with area restaurants and am developing a podcast championing women 55 years and older who are crafting inspired and fulfilling lives in their 3rd and 4th chapters!

## EXPERIENCE

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### **XY Planning Network**

**2019- 2022**

*Advisor Education Sales Coach*

- ◆ Passionate coach to firm owners in building/growing their RIAs, (Registered Advisory Firms)
- ◆ Created dynamic remote sales course strategies for 1600 members including original webinar and workshop content, sales resources, engaging educational blogs and lively video content
- ◆ Provided energized remote and in-person training to catapult members in building successful sales processes that embraced consultative sales best practices
- ◆ Select Speaker at XYPN yearly conference and co-hosted two dynamic XYPN Consumer Focus Groups while serving on a cutting-edge sales and marketing panel through Investment News

### **Arriving with BB Webb, LLC**

**2008-2020**

*Owner, Author, Speaker, Business Coach and Media Producer/Host*

- ◆ Wrote, produced and delivered compelling talks, content, business coaching/training, and media
- ◆ Influential speaker and business coach, working with entrepreneurs on progressive organizational best practices with a focus on innovative culture development
- ◆ Energetic guide to business leaders and their teams in vision creation, sales, and marketing strategies, organizational communication, accountability measures and powerful customer service protocols
- ◆ Developed, produced, hosted popular cable program, 'Living Life with Style'
- ◆ Authored popular, *Build Your Business*, '*BB Webb's Notes from the Highwire!*'

### **LifeWorks Health and Neuroscience**

**2018-2019**

*Director of VIP Communications*

- ◆ Worked alongside CEO and Chief Science Officer to develop business/association alliances and sales/marketing strategies to build partnerships and brand awareness

### **Carl House: Extraordinary, Memorable, Events**

**2003-2017**

*Founder, CEO*

- ◆ Founded multi-award-winning Atlanta area, full-service special event venue
- ◆ Developed innovative culinary services, floral design, and wedding direction
- ◆ Produced over 1,500 extraordinary, customized special events

## **EDUCATION**

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Licensed Real Estate Agent in Montana  
MFA, The Ohio State University: Theatre Degree  
BFA, Marlboro College: Theatre Degree  
Studied with Celebrated Theatre Director, Tony Montanaro  
LAMDA, London Academy of Dramatic Arts

## **RECOGNITIONS AND AWARDS**

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- Voted one of 10 Most Powerful and Influential Women in Atlanta’ – 2014 - Atlantan Magazine
- Key business contributor to the ‘Ken Coleman Radio Show’ featuring Women in Business
- Selected as one of 10 Top Female Leaders in North Atlanta – 2012 - Points North Magazine
- Barrow County’s ‘Business Woman of the Year’ – 2012 - Barrow County Chamber of Commerce
- “Best of Gwinnett” People to Know – 2003 – 2016 - Gwinnett Magazine
- Appeared as an electric ‘Hard Knocks’ judge in CBS program, ‘The Next Tycoon’
- Selected as one of 5 winning finalists for WE Excel Award by the NAWBO, Atlanta Chapter
- Recognized by Catalyst Magazine as one of the top 5 innovative entrepreneurs to watch in Atlanta
- Wrote, marketed, produced and performed original, award-winning one-woman play, *Through Ruby’s Eyes*

## **ORGANIZATIONS AND ASSOCIATIONS**

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- ◆ Wellness Tourism Assoc., Secretary to the Board
- ◆ Montana Women’s Business Center Advisory Board  
Member/ Prospera Business Network
- ◆ A.I.E.S.E.C., the University of Georgia Chapter,  
Board of Advisors Member
- ◆ Jeannette Rankin Foundation, Raising Money for  
Women over 30 in Need
- ◆ NACE, National Association of Catering Executives
- ◆ GAMPI, Georgia Meeting Planners Association
- ◆ American Culinary Federation, Atlanta Chapter
- ◆ Jackson County Chamber of Commerce Atlanta
- ◆ Women in Business
- ◆ NAWBO, National Association of Women  
Business Executives
- ◆ Entrepreneurial Advisors
- ◆ Les Dames d’Escoffier, an invitation-only  
organization supporting women in culinary
- ◆ Barrow County Dress for Success Program
- ◆ Executive Round Table: Gwinnett Chamber
- ◆ Entrepreneurial Advisors
- ◆ Winder Girls and Boys Club
- ◆ Barrow County Chamber
- ◆ Pup and Cat Co. Animal Adoption
- ◆ Girls Going Places, Teen Entrepreneurship
- ◆ The Jackson County Humane Society
- ◆ Gwinnett County Chamber of Commerce
- ◆ Pink Ribbon Runway for Breast Cancer

## **CARL HOUSE AWARDS / PUBLICATIONS**

### **ADDITIONAL RELEVANT CONTENT**

### **AVAILABLE UPON REQUEST**