



Mark Deutsch [*pronounced DOYCH*] is the Executive Director & CEO of BNI – Central Virginia, the largest and most successful business networking organization in Virginia. Mark is also the Dean of Elephant University (part of Dancing Elephants Achievement Group), a training company where he works with entrepreneurs and sales people who are ready to stop growing in fits and starts and are ready to make exponential leaps in their incomes.

Prior to becoming the CEO of BNI and the Dean of Elephant University, Mark had a highly-successful, 15 year career in medical sales and marketing. Mark has been in your shoes. He has served at a C-level with businesses that had 0 to 100 employees; start-up to mature stages; and with companies that succeeded and others that imploded.

Mark is an author of the recent best-selling book, *Building the Ultimate Network*, and he has authored hundreds of articles in the areas of sales, marketing, and networking. Mark is also an Adjunct Professor for the Community College Workforce Alliance, teaching courses in Sales, Marketing, and Networking. He personally conducts more than 200 workshops and seminars each year to business associations and professional groups, and Mark is a highly sought after speaker. Mark has also shared the speaking stage with many luminaries, including John Maxwell, Dave Ramsey, Muhtar Kent, Dan Cathy, Ron LeGrand, Dr. Keith Johnson, and Seth Godin.

Mark is a proud graduate of the University of Central Florida and has an MBA from Averett University, graduating Summa Cum Laude. He is very active in his community through numerous organizations, including the Western Henrico Rotary Club; the Tuckahoe YMCA; multiple Chambers of Commerce; the Retail Merchants Association; and Toastmasters.

When not working, Mark spends as much time as possible with his very understanding family – Henly (his lovely and talented wife), Jack (10 year old son), Davis (7 year old son), and Jasper (our mutt, rescue dog). He is also a very competitive tennis and soccer player and the Deutsch family lives in the West End of Richmond.

Please join me in welcoming Mark as he shares his thoughts on “How to Build YOUR Ultimate Network.”