

Richard W. Johnson

LEADERSHIP SPEAKER | BESTSELLING AUTHOR | AWARD-WINNING TEAM LEADER



SPEAKER MEDIA KIT



RichardJohnsonGroup.com

ABOUT RICHARD

A Career Built on Developing People

Richard W. Johnson is a bestselling author and award-winning leader with **more than 40 years of experience** in the insurance industry.

As owner of **Richard Johnson Group**, he has built and mentored teams recognized for their performance, with a leadership approach **grounded in trust, clear expectations, and accountability**.

Richard believes the **measure of a leader extends beyond personal production**. He takes pride in helping people grow and **creating a culture where a team can perform together**.

His speaking **draws on those years of hands-on leadership**, giving audiences candid lessons they can **apply to the decisions and responsibilities they face in their own work**.



Leadership & Industry Recognition

Gold Field Leader of the Year

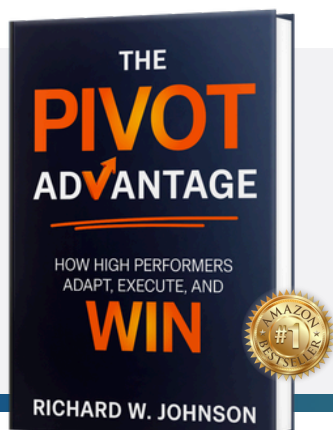
2025 & 2026

Gold MLGA of the Year

2023

President's Club

Recognized in six years



The Book Behind the Message

In his bestselling book, *The Pivot Advantage*, Richard shares real-life stories and practical strategies for **navigating setbacks, recognizing new opportunities, and making intentional moves** in work and life.

Signature Speaking Topics:

Drawing on **decades of experience building and leading teams**, Richard tailors each talk to the challenges your audience faces and the actions they can take after the event.



The Pivot Advantage

A practical approach to recognizing when it's time to change course and **turning a pivotal moment into forward progress.**



Own the Outcome

A candid challenge to **take responsibility**, follow through on commitments, and **make progress where you have influence.**



Lead Through Change

How to give people direction, **maintain trust**, and keep a team **moving when the plan changes.**



Build a Culture of Winning

How clear expectations, **investment in people**, and shared accountability **lead to stronger team performance.**

"Richard Johnson embodies what high performers do when change shows up: they pivot fast and execute with clarity. In a world where most people hesitate, Richard moves. He understands that momentum is created in transition, not comfort."

Coach Michael Burt | 24x Author, Wall Street Journal Bestselling Author

"Over the past decade, I've had the privilege of working alongside Richard and seeing firsthand how he navigates constant change. What has always stood out to me is his positive, can-do mindset, his relentless work ethic, and the genuine way he shows up for the people around him."

The lessons he has learned and the way he approaches challenges have consistently translated into practical, meaningful advice that I know will resonate with and benefit anyone on their professional journey."

Patrick A. Smith | SVP, Farm Family Insurance Company

Book Richard to Speak

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