Access to Experts

Glenn Winfree , Performance Consultant , Aetna

Glenn Winfree is a gifted speaker and trainer with a passion for people and over 20 years experience in corporate America. He inspires people to dig deep inside themselves to bring out their personal best. Glenn connects with his audience by delivering entertaining and high-impact presentations and workshops. His message is compelling, emotional, humorous and above all, life affirming. With a deep understanding of the human psyche, he encourages people to act, to embrace change and to overcome obstacles.

Glenn currently works as a Performance Consultant for Aetna's Strategic Initiatives Sales and Underwriting Groups. At Aetna, Glenn has served as a Director of Diversity, and started his career as a consultant with the Enterprise-wide Learning and Performance group. Prior to joining Aetna, Glenn was a regional training manager with Accenture.

Glenn is a certified instructor of the world-famous Dale Carnegie training program, and functions as the regional trainer for the Dale Carnegie Generation Next Youth Character Development program. Glenn is also licensed by Kahler Communications to teach the Process Communication Model (PCM), a language-based, personality assessment and behavioral model used in the selection and training of astronauts for the National Aeronautics and Space Administration (NASA). He is trained to deliver PCM programs in corporate, spiritual, and educational settings. Glenn founded Elegant Communication Solutions, LLC (ECS) in 2008 offering training and coaching for executives, managers, pastors, educators, professionals and students using the Process Communication Model®.

Glenn is involved in his local community and currently serves as the president of the Bloomfield Education Foundation.

Glenn earned his Bachelors degree in Business Economics from Rutgers University and a Masters degree in Industrial/Organizational Psychology from the University of Hartford. Glenn also received a certificate in Diversity Management from the University of Houston.

Glenn lives in Bloomfield, Connecticut with his wife, Vera, Director of the Bloomfield Chamber of Commerce, and son Ellis a fifth grader at Trinity Christian School in Windsor, CT.

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