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Frank O'Dea

Innovation, Entrepreneur, Humanitarian and Business Expert
"Hope. Vision. Action" - Frank O'Dea



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Language Spoken

English

Travel's From

Ottawa, Ontario

Speaker Biography:

A brilliant and charismatic keynote speaker, ground-breaking business man, Canadian philanthropist leader and author, Frank O'Dea, founder of the Second Cup, inspires and motivates audiences from all walks of life. Frank O'Dea's story of triumph over adversity in business and in his personal life inspires audiences around the world. Against all odds, O'Dea went from being a homeless panhandler to a successful entrepreneur and a founder of The Second Cup chain of coffee stores. From there, he went on further to launch a number of other innovative and successful businesses and international not-for-profit organizations. O'Dea's powerful message inspires audiences to hope for a better future and learn from his example.

Building on that success, he went on to co-found Proshred Security, a company that pioneered the entire industry of on-site document destruction. This company soon became an international organization with franchised operations in Canada, Europe and the United States. Frank also founded Samaritan Air Ambulance Services. Frank O'Dea is also the author of two books: his memoir, *When All You Have is Hope* and, in response to the demand from people who have reached out to him for help in dealing with their challenges, his newest book: *Do The Next Right Thing, Surviving Life's Crises*.

In the not-for-profit sector, Frank O'Dea was also successful as the co-founder of Street Kids International, an organization developed to help homeless children in third world countries, and the Landmine Foundation, an organization that raises funds for the dismantling of minefields around the world. Together with the United Nations and world figures such as Colin Powell and Sir Paul McCartney, he led an international fundraising event, "Night of A Thousand Dinners," that was taken up in 29 countries around the world.

Frank O'Dea is currently the Chair of the Royal Roads University Foundation and serves on the board of directors of a number of private corporations and not-for-profits. Recognition for Frank O'Dea's achievements includes Ontario Volunteer Award, Lifetime Board Member Renascent Treatment Foundation, Paul Harris Awards, Doctor of Laws Royal Roads University, Doctor of Laws Carlton University and Officer of the Order of Canada.

In addition to currently leading two social enterprises, Frank O'Dea is Chair of "My Idea of Canada". In celebration of Canada's 150 Anniversary, "My Idea of Canada" is a multi-million dollar national initiative by the Governor General and the Order of Canada to get young people energized and involved in the future of Canada. Audiences identify with him and his unforgettable message and are invariably moved, empowered and filled with hope. As one of Canada's most sought-after speakers, Frank O'Dea is an investment that pays off hugely for any organization that books him.

Topic Presentations

INSPIRING GENEROSITY: Hope Vision Action

As an excellent, inspiring and motivating speaker, Frank O'Dea is in demand by fundraiser organizers as a draw a draw for ticket sales. People want to hear from the homeless man who is a founder of the Second Cup, a humanitarian and an Officer of the Order of Canada. His very intriguing and moving story draws people to attend.

Event organizers who count on corporate sponsors find that it is easier attract the attention of sponsors when Frank O'Dea is on the ticket. Business people relate to Frank and are proud to be associated with his successes. Truly one of the most inspiring speakers in the country, Frank instills in his audiences a sense of hope for the cause and a genuine feeling that their money and their efforts really are making a difference. Attendees are motivated to being more generous as Frank's speech touches them emotionally.

And finally, organizers can count on their getting their message delivered. Frank is an experienced and professional speaker who understands his responsibility to reinforce the organizer's message, which he weaves into his stories and experiences making it a customized speech for the specific audience.

INSPIRING PERFORMANCE: The Spirit of the Entrepreneur

Frank O'Dea shares with his audience how he started his various businesses. The engaging story of the early years of the Second Cup gives his listeners the inside story on the growth of a Canadian retail landmark. O'Dea then talks about some of the challenges he overcame in starting Proshred Security, a document shredding service, which, today is a national business stretching across Canada and into the USA and Europe, but in the early days, was one that potential clients didn't even think they needed.

Bringing his entrepreneurial spirit to the not-for-profit sector, O'Dea's listeners will hear about the serendipitous meeting that led to Street Kids International, how War Child (Canada) came into existence and how a late-night phone call from the Minister of External Affairs became the Canadian Landmine Foundation. Frank O'Dea uses these real-life stories to demonstrate the three fundamentals that made all this work for him. His presentation leaves his audience with clear examples of where one person can go, and provides a road-map on how to get there.

INSPIRING PRIDE: Celebrating Your Success

There are people in a wide variety of occupations who are well served to be reminded that what they are doing is important and it is working. They are the people on the front lines of social services, the professionals in healthcare, teachers in the classrooms and many others. So often, they are not witness to the success of their own work and, over time, can be overwhelmed by the on-going stream of people that they deal with daily. Frank O'Dea's story of homeless panhandler to successful business person and humanitarian, speaks directly to those people, restoring their energy to do their work, restoring the pride in what they do and restoring the enthusiasm that brought them to this work, originally.

Frank is an experienced and compelling speaker who understands his responsibility to support the organizer's message or event theme, which he weaves into his stories and experiences making it a customized speech for the specific audience.

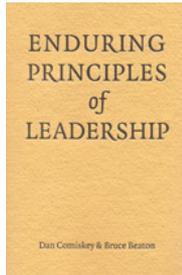
Creating a Game Changer - Making the Competition Irrelevant

This is a speech for CEOs and senior management of organizations in highly constrained industries where margins are under huge pressures. Creating a game-changer is all about new thinking and new applications in established industries. Henry Ford did not invent the automobile, Samsung did not invent the cell phone and Second Cup did not invent coffee. What they all had in common is that they created new applications for existing products and services and completely changed the game in their industries, dramatically outpacing their peers.

While we all want to be innovative, few of us know how to go about it. Frank O'Dea, one of Canada's most inspiring entrepreneurs, is one of those few. Frank lays out the four keys that enable anyone to be innovative in what they do, whether it is someone who is a sole practitioner or someone working in a large organization. Almost magical, this speech enables audiences to see completely new opportunities for themselves that they had never even thought about before.

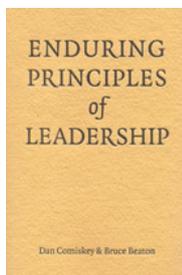
O'Dea, who has created game-changers in several industries, shares with his audience how any organization can outpace its peers, using excellent examples from his own businesses and from others, such as Casella Wines and Bosch Chemicals. This is a business strategy that was dubbed Blue Ocean Strategy and was first documented in a book by the same name by professors at INSEAD University. O'Dea leaves his audiences with the blueprint on how they can find a "Blue Ocean" for their own organizations.

Books



WHEN ALL YOU HAVE IS HOPE

For entrepreneur Frank O’Dea, it was a long road from street life to the high life. Born in Montreal to an upper-middle class family, Frank’s life took a downturn as a young man when he was sexually assaulted by a priest. He began drinking at an early age and was soon destitute, living in degradation on the streets of Toronto. By way of a sympathetic employer, the Salvation Army, and Alcoholics Anonymous, O’Dea quit drinking and started a small business that developed into the Second Cup coffee chain. Over the years, his philanthropic activities extended to AIDS fundraising, child literacy in the Third World, and landmine removal. His message is simple: HOPE, VISION, ACTION.



Do The Next Right Thing

Frank O’Dea is no stranger to overcoming crisis. He was a victim of abuse as a teenager and at twenty-four, a homeless alcoholic. But he was able to turn his life around and become a successful businessman while creating a family. Now he’s sharing the lessons he’s learned, offering guidelines that anyone can follow to help him or her through crises.

Testimonials

“You mentioned some phrases that I have been using since your speech. I give you the credit for it. I use the” people can make a difference”. I also like when you mentioned “leave this place better than when you got here”You are an inspiration.”

S. DelGreco - TD Insurance

“Frank did a fantastic job... the franchisees were very engaged with his story, which is why they were so quiet. The feedback from them afterward was that Frank was much better than the speaker they had last year, who got rave reviews.”

C. White- Topper’s Pizza

“I watched the audience regularly and Frank held everyone’s full attention from beginning to end. He masterfully wove FSGV throughout his speech and empowered everyone in the room to make a difference right there and then. Honestly, I couldn’t have asked for anything more. It was perfect. The financial results show it. Preliminary numbers: more than doubled what we raised last year (not including a donation that was given in advance), tripled the number of people who came on board as monthly donors.”

H. Scott - United Way Vancouver

“Your message was very inspirational and I know it resulted in a lot of personal reflection on what is possible for all of us. I hope you are ok with me quoting you from time to time.”

M. Hoffort - CEO, Farm Credit Canada

“The event was everything we could have wished. Frank shared with our business community, which is still recovering from the devastating flood, how he was able to turn his remarkable personal and business adversities into thriving successes. He delivered an emotional and practical speech that touched these business people and their spouses on many levels. In the evaluations, which were excellent, we learned that a number people came because they knew someone who heard Frank speak.”

Town of High River

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