



Charles Marcus

motivational speaker and best-selling author

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• vision • courage • responsibility • commitment

Hair and Beauty Industry Biography

Charles Marcus, originally from England, has over 30 years of international experience in the hair and beauty industry. He started his career working with the world-famous Vidal Sassoon Company, then moved on to the prestigious Bruce of Crescendo Hair Salons in Toronto, Canada, as a top stylist and manager, before opening his own highly successful hair salons in Manchester, England.

In 1992, he took his experience in a different direction, moving into the sales and service side of the hair and beauty industry first as a sales consultant then as a national sales manager. Over the years, Charles has represented such internationally known companies as Nexxus, Graham Webb, Abba and American Crew. As a sales professional, he won many awards for sales and service excellence. In one 18-month period he increased sales in his territory by 346 percent and opened 242 new accounts. He was always in the top 1 percent of sales achievers in his company.

What is truly remarkable about Charles is where he came from. For 25 years, he lived with a severe stuttering disability, suffering much ridicule, rejection and prejudice. He sometimes went for long periods of not being able to speak at all, living in a world of silence and dreaming of one day speaking fluently in public.

Charles realized his dream after making an important decision: to take full responsibility for his life and to confront his challenges and fears head-on by taking action. His powerful story of refusing to give up in the face of adversity, overcoming obstacles and winning against the odds has been featured in the international press and media.

In 2000, Charles shifted his focus again and started a professional speaking business, delivering customized, motivational and inspirational, and business keynote presentations and seminar programs. The value of his message was soon recognized by organizations within and outside of the beauty industry, and today as a sought-after **business educator, success strategist and world-class motivator**, he speaks to corporations, organizations and associations in a variety of industries worldwide.

He has also recently completed a highly successful National VIP Speaking Tour of The Paul Mitchell Partner and Corporate Schools across the United States and was honored to be interviewed by Winn Claybaugh for the prestigious MASTERS Series, an audio program featuring different "Masters, Heroes, Icons, Legends and Mentors who have something amazing to say and are the absolute best leaders both in and out of the beauty industry."

Charles is the author of the best-selling book *Success Is Not a Spectator Sport: How to Take Action and Achieve More*.



Some of Charles' international clients include:

Vidal Sassoon Salons and Education Centers, Paul Mitchell Corporate and Partner Schools, Regis Corporation, Supercuts, Great Clips Inc, Hair Cuttery, Ratner Group, Nexxus Products Company, Chromastics, Allied Beauty Association (Canada), Premiere Beauty Show Group (USA), International Beauty and Barber Show, American Association of Cosmetology Schools, Canadian Cosmetology School Owners and Teachers, Cosmetology Industry Association of British Columbia (Canada), The Colomor Group (Canada), American MidWestern Beauty Classic, Revlon International, Lunatic Fringe Hair Salons, Fiorio Hair Group, Alternative Beauty Group (Redken 5th Ave NYC), Tressa Inc, Trade Secrets Beauty Stores, Fantastic Sams

