

## **SPEAKER INTRODUCTION – General (complete)**

### **PAUL ORFALEA**

Paul Orfalea (pronounced OR-fah-la) founded Kinko's, Inc. in 1970 near the University of California at Santa Barbara with a simple idea: provide products and services at a competitive price. From its modest beginnings, Kinko's – now FedEx Kinko's - is the world's leading business services chain, with over 1,700 branches worldwide.

Much of Kinko's success can be traced directly to Paul's unique business philosophy based on his freethinking, creative style. In the year 2000, Paul retired from Kinko's, and is no longer involved with the company.

In 2005, Paul co-wrote *“Copy This! Lessons from a hyperactive dyslexic who turned a bright idea into one of America's best companies.”* This unique autobiography is filled with life lessons on overcoming obstacles and turning impediments into opportunities. It is the story of how Paul Orfalea, a self-proclaimed “poster boy” for Attention Deficit Disorder and dyslexia who failed two grades, opened a small copy shop and turned it into a \$2 billion-a-year company.

Paul succeeded using his learning differences and unorthodox approach to business to mold a compassionate, unconventional, partner-driven culture that allowed Kinko's to thrive, and made it, according to *Fortune*, *Forbes*, and *Working Mother Magazines* one of the best places to work in America.

Paul is in great demand for public speaking, lecturing and teaching at various colleges and business organizations, as well as receiving prestigious awards for entrepreneurial leadership. Through his philanthropic foundation, Paul encourages family-friendly business practices, quality early care and experiential education. He also advocates for intergenerational programs and speaks out on behalf of learning differences.

Please welcome Paul Orfalea.