

## **SPEAKER INTRODUCTION - General (short)**

### **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, FedEx Kinko's is now the world's leading business services chain, with over 1,700 branches and 22,000 co-workers worldwide.

Paul has started other businesses including a financial asset management company and business investment firms. Some of his time is now spent teaching at various universities, speaking with business groups, and talking with organizations about learning differences. Paul also encourages family-friendly business practices, quality early care for children of working parents, and intergenerational programs.

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.

Please welcome Paul Orfalea.