

SPEAKER INTRODUCTION - Learning Differences

PAUL ORFALEA

Our speaker has had a life full of both deep struggle and incredible success. Born and raised in Los Angeles, Paul Orfalea (pronounced OR-fah-la) has worked diligently learning to live with dyslexia and attention deficit disorder. Even after graduating from USC, he felt he was unemployable. Fortunately, he realized that his family and relatives were all entrepreneurs working for themselves, and he struck off on his own.

His entrepreneurial spirit bore amazing results. He founded Kinko's which became America's largest business service company employing 22,000 co-workers with 1,700 locations worldwide.

When he retired in 2000, Paul launched significant philanthropic efforts through the Orfalea Family Foundation and has donated to many California education institutions and child development centers. He continues to inspire others by giving talks at schools for those with learning distinctions like himself, letting them know that learning differences can be considered learning opportunities, and that life's challenges can be overcome.

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 A.D.D. and dyslexia who failed two grades, opened a small copy shop called Kinko's in 1970 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.

Please welcome Paul Orfalea.