

Gary Vaynerchuk

Co-Founder and Owner at VaynerMedia

New York, NY, US

Find your social media voice and build your digital brands with New York Times and Wall Street Journal Best-Selling author

Biography

Meet Gary Vaynerchuk, a New York Times and Wall Street Journal Best-Selling author who is also a self-trained wine and social media expert.

As an online marketing trailblazer, Gary grew his family wine business from \$4 million to \$60 million in five years. What raised Vaynerchuk's notoriety even more than his business acumen was his foresight combined with his pioneering, multi-faceted approach to personal branding and business.

Gary's first business book, *Crush It! Why Now Is the Time to Cash in on Your Passion*, hit the New York Times, Wall Street Journal and Associated Press Best-Sellers lists in its first weeks. It maps out Gary's road rules for how to "Crush It" in today's business market by following your passion and building your own personal brand. His second New York Times bestseller, *The Thank You Economy*, details the effect of social media on business and has become required reading for business leaders.

Gary does not claim to be a 'techie', but in 2005, he began video blogging and is known as a true social media trailblazer! He has close to 1 million followers on Twitter and was included in *BusinessWeek's* list of the top 20 people every entrepreneur should follow.

In the spring of 2009, Gary and his brother AJ launched VaynerMedia, a new breed of agency that helps Fortune 500 companies find their social media voices and build their digital brands.

Vaynerchuk has made television appearances on *Late Night with Conan O'Brien*, *Ellen DeGeneres*, *NBC's Today Show*, *CNBC's Mad Money with Jim Cramer*, and *The Big Idea with Donny Deutsch*, was featured in the *New York Times*, *Wall Street Journal*, *USA Today*, and has become a consultant for Fortune 100 companies.

A sought after speaker, Vaynerchuk has given keynote speeches to a diverse group of organizations such as *NIKE*, *ReMax*, the *Digital Marketing Mixer*, *Boston Wine Expo*, *Inman Real Estate Connect*, *Ramquest Users Group Conference*, *DeGustibus Cooking School*, and the *Disney Food and Wine Festival*. He lives in New York City.

Availability

Keynote, Moderator, Panelist, Workshop, Host/MC, Author Appearance

Industry Expertise

Advertising/Marketing, Retail, Media Production, Beverages - Alcoholic, Direct Marketing, Social Media, Public Relations and Communications, Media - Online

Areas of Expertise

Social Media, Brand Management, Customer Engagement & Retention, Word of Mouth Marketing, Ecommerce, Entrepreneurship, Personal Branding in the New Media Landscape, Video Blogging, Technology and New Media

Sample Talks

Care Immensely or Die: This is a Bigger Culture Shift than you Realize

“If you do not care about your end user immensely, your brand will die.” Marketing, customer service, competition are all turned on their heads by the massive culture shift that is social media. This shift is so big that we are still underestimating it. True social media ROI isn’t just about new customer acquisition, it’s about about customer retention, long-term and business goals. Gary will show us exactly how brands that connect with clients in a real way will win.

The Thank You Economy

Today, individuals and brands that out-care and out-love their competition – those emphasizing quality, value, responsiveness, and attention to detail, among other essentials – see the biggest returns. In his session, Gary Vaynerchuk teaches entrepreneurs how to take advantage of the current business environment, while also preparing them to succeed as it changes and evolves into what he’s termed “The Thank You Economy.”

The Power of Social Media

With the rise of the Internet and the power of the common consumer, customers' demands for authenticity, originality, creativity, honesty, and good intent have made it necessary for companies and brands to revert to a level of customer service rarely seen since our great-grandparents' day, when business owners often knew their customers personally, and gave them individual attention. Gary discusses the incredible tool that allows brands to show customers that they care: social media.

Social Media for Customer Engagement and Brand Management

The Internet, where The Thank You Economy was born, has given consumers back their voice, and the tremendous power of their opinions via social media means that companies and brands have to compete on a whole different level than they used to. Renowned entrepreneur Gary Vaynerchuk reveals how companies big and small can scale this kind of personal, one-on-one attention to their entire customer base, no matter how large, using the same social media platforms that carry consumer word of mouth.

Event Appearances

KEYNOTE SPEECH

RailsConf 2010

Social Media & Word of Mouth Marketing

The Art of Marketing Conference 2011

KEYNOTE SPEECH

Email Evolution Conference 2011

KEYNOTE SPEECH

FOWA (Future Of Web Apps) Conference 2011

KEYNOTE SPEECH

Digital Summit 2011: Supporting web-oriented entrepreneurial activity & innovation

KEYNOTE SPEECH – Care Immensely or Die: This is a Bigger Culture Shift than you Realize

Inbound 2012

KEYNOTE SPEECH & Book Signing: The Thank You Economy

Social Mix 2012

KEYNOTE SPEECH: The Thank You Economy

Gateway to Innovation

KEYNOTE SPEECH – The Thank You Economy: What's the ROI of Your Mother?

InfusionCon 2012

Advise THIS! Matchmaking Startups & High Profile Advisors

SXSW Interactive 2012

KEYNOTE SPEECH

Internet Summit 2011

KEYNOTE SPEECH: The Thank You Economy

Inc. 500|5000 Conference & Awards Ceremony 2011

KEYNOTE SPEECH

2011 Technology & Marketing University

KEYNOTE SPEECH

Digital Summit 2011

KEYNOTE SPEECH

Big Omaha 2011

KEYNOTE SPEECH: The Thank You Economy

SXSW Interactive 2011

KEYNOTE Q&A

Le Web 2010

KEYNOTE Q&A

Nordic eCommerce Summit 2012

KEYNOTE SPEECH

MIMA Summit 2010

KEYNOTE SPEECH

RE/MAX Annual Convention 2011

Gary Vaynerchuk in conversation with WIRED magazine's Joanna Pearlstein

The Drucker Business Forum Speaker Series

KEYNOTE SPEECH

FP REACH 2012

KEYNOTE SPEECH: The Thank You Economy

PCBC 2012

Education

Mount Ida College

Accomplishments

Decanter Magazine's 2009 Power List

Gary was notably featured in Decanter Magazine's 2009 Power List, which is a list of the 50 most influential people in wine.

Twitter's Small Business Big Shots

Gary was the recipient of The Wall Street Journal Twitter's Small Business Big Shots.

Askmen.com's 49 Most Influential Men of 2009

Gary was one of Askmen.com's 49 Most Influential Men of 2009.

Innovator of the Year

Gary was named Innovator of the Year at Wine Enthusiast's 2009 Wine Star Awards.

Advisory Board – HubSpot

HubSpot all-in-one marketing software helps more than 8,000 companies in 46 countries attract leads and convert them into customers. A pioneer in inbound marketing, HubSpot aims to help its customers make marketing that people actually love. Applications in the software platform include website management, blogging, search engine optimization, lead management, marketing analytics, email marketing, landing pages, and social media monitoring.

Author – Crush It!: Why NOW Is the Time to Cash In on Your Passion

Do you have a hobby you wish you could do all day? An obsession that keeps you up at night? Now is the perfect time to take those passions and make a living doing what you love. In CRUSH IT!, Gary shows you how to use the power of the Internet to turn your real interests into real businesses. By combining practical analysis and strategy, Crush It! is essential reading for anyone who wants to understand and harness the future of business and work.

Author – The Thank You Economy

The world of business is coming full circle. The rise of the Internet and the empowerment of the common consumer has created a fundamental shift in how businesses are expected to behave. The businesses and brands that harness the word-of-mouth power from social media will pull away from the pack and profit. The Thank You Economy reveals how businesses can harness all the changes and challenges inherent in social media and turn them into tremendous opportunities for profit and growth.

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