



# Biography

## Patricia C. Bender

Pat Bender is the President of Bayley & Bender. Prior to co-founding Bayley & Bender with her late husband Bob Bender in 1989, Pat worked for IBM Corporation. In her first year with IBM, she achieved Rookie of the Year by selling 140% of quota and went on to claim top performance awards for the next ten years – a rare accomplishment. For four consecutive years, Pat was in the top 2% in performance at IBM and was honored with four Golden Circle Awards. Her final year at IBM, Pat earned the distinguished award as the Top Sales Representative in the country. As a manager, Pat built and trained a sales force, which finished as the top team in the country. Whether working with steel workers from Baltimore, Maryland or Corporate and Government Executives and their teams from the Americas to Europe, India, China and the Far East, Pat brings awareness, fun, creativity and insight into her program. This is probably one of the reasons she is a popular keynote speaker on a number of international cruises including the former Seabourn Sun, Seabourn Spirit, QE2, Crystal Harmony, Oceania, Silver Sea, Celebrity, Sea Dream Yacht club and Azamara Cruise line.

Pat holds a B.S. degree from the University of Maryland. She is one of the few Certified Professional Behavioral Analysts (CPBA), Certified Professional Values Analysts (CPVA), Certified Emotional Intelligence Analysts, Certified in 5 Generational Differences, Certified Attribute Index Analysts (CAIA), Certified TriMetrix Analysts and Certified Assess Analysts in the world. Pat often speaks about the behavioral styles and values that affect global organizations, Corporate America, the Federal Government, and the blind. She helps organizations around the world increase their Growth, Profitability and Productivity by helping them Hire, Develop and Retain top Performing Talent. She provides Leadership Development, Team Building, World Class Customer Service, Emotional Intelligence, Overcoming Obstacles, Career Choices, Executive Coaching and Sales Training.

She provides Virtual and Live Training.

She is a former member of the National Speakers Association (NSA), The Association for Talent Development (ATD), Society for Human Resource Managers (SHRM), Training Officers



Conference and the Women's Initiative Alexis de Tocqueville  
Society of the united Way of Central Maryland.

Learn to read yourself and others in 60 seconds or less with  
IBM's former #1 sales rep, Behavioral Analyst Pat Bender.



Bayley & Bender

---

2024 Powder Mill Road • Silver Spring, MD 20903 • (301) 439-8317 • FAX (301) 434-3317 3 [aip@awarenessispower.com](mailto:aip@awarenessispower.com) •  
[www.awarenessispower.com](http://www.awarenessispower.com) © 2012 Bayley & Bender