

# MIXING BUSINESS

## *with pleasure*

**MAIN PICTURE**

Gail Kingsbury is as organised as she is connected

Single mother and business powerhouse **Gail Kingsbury**, living proof that women can have it all. She has a family who she dotes on, a career that's just going up and up, and the drive to make it all happen. We wanted to know how she does it, so The Best You caught up with her between a business trip and a school run.



**G**ail is an inspiration everybody who knows her story. Her life and career show that success is a mixture of hard work, tenacity and destiny. However, it is also about keeping your heart and mind open for opportunities that want to knock on your door, use your instincts and not try to over-plan how you think success should look.

Gail didn't even try to get into the profession where she is now an industry leader—it just sort of happened. But it happened because she was open to an opportunity, fell in love with it, and turned her experience and new talents into a business that would propel her clients and herself to success.

"It wasn't a conscious decision to get into the personal development industry or to help self-help authors and speakers create revenue from their events. I grew up with great parents who believed in me and always gave me every opportunity to learn things for myself and were always there when I needed them, so I started out with a frame of mind that I could do anything—a mindset that many in the personal development industry share."

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Gail was introduced to Brian Tracy, the world-famous personal development coach, by a mutual friend. She immediately fell in love with the industry. "Even though I was pursuing a different career, my instincts told me that this was my home. At the time I didn't know how it was going to happen, I just knew I would figure it out along the way. I've been involved ever since and that was in 1988."

When Gail was in her twenties, she moved to Hawaii and got a job running a polo

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club. "There I learned event planning by running big polo events every Sunday. It was like putting on a wedding every week. Polo has a very specific crowd; the players and audience have discerning tastes. People were really nice, but I knew there were very high profile business people, and even Princes, who I had to impress."

Today she is known for creating high calibre events, taking care of all the back-end details that no one sees that end up making a fabulous event for Personal and Professional Development Speakers. "My definition of that is where the audience sees a seamless event that wows them", she says. "My clients don't worry about the possible drama backstage, or the vendor issues I might be dealing with or any of that. They just get to focus on teaching, and the magic happens with me and my team."

Since working for Brian Tracy, Gail has helped coordinate events from small high end retreats with CEOs to stadium sized events with 20,000+ people in the audience. Her contacts read like a Hollywood Rolodex. She has worked with the likes of Tony Robbins, Jay Abraham, and Deepak Chopra. She has walked on fire with Tony



**TOP LEFT**  
Gail with Sir Richard Branson, founder of Virgin

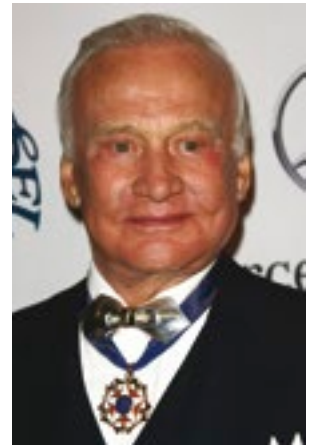
**LEFT**  
Gail with motivational speaker and politician, Les Brown

**ABOVE**  
Gail with Brendan Burchard, who she is great friends with

Robbins, bent rebar with her throat with T. Harv Eker and so much more. Most recently she co-founded Real Wisdom TV – a new TV channel to showcase the talent in the personal development field.

She's done so much that she is proud of, but one event stands out. "The event I'm most proud of would be an event we did called Seminar of the Century, near Aspen, Colorado. It took a year to put that together and bring a dream to life for T. Harv Eker. We brought in Legends like Buzz Aldrin, Art Linkletter, Jack Canfield and John Gray for three days of events on an outdoor concert stage with a concert every night. It was such an exhilarating program for everyone involved."

Nobody gets into the area of personal development and stays this long without the idea of being able to make a difference in the world firmly visualised. For Gail, that's the thing she'd like to be her legacy.



"I have the coolest job in the world. I get to work with so many remarkable people. No two events are ever the same. But, I'm putting them on stage, marketing their books, creating their events, and a way for them to get their message to the world. I play my little part in making a bigger difference in other people's lives. That's what I'd like to be remembered for."

She may travel the world – with more than a hundred flights in a year, but to keep grounded, Gail likes to come home to her country life and her greatest success is her three kids.

"I'd rather be able to come home, sit on the grass and not be in traffic or ballrooms," she says. "It's nice to come home to the peace and quiet and have that part of my life. That's what grounds me. I don't fall prey to the gossip or drama of my career. Success should be on your own terms. If you feel best in a big city, go there. If you love and feel charged with energy with a mobile device going off, then that's where you belong. But it's not for me, and I wanted my kids to have the experience I had growing up. I deliberately chose to live in a place where I can raise my kids outdoors in the country, have picnics, go tubing down the creek and be with nature.

"A typical day is getting up early and feeding the animals; right now we've got baby, miniature pigs I have to take care of," she says fondly. "Then getting the kids off to school. I have calls at god-

**FROM LEFT TO RIGHT**

**Gail with Jack Canfield, co-author of *Chicken Soup for the Soul*; Stephen King, whose books Gail adores; and Buzz Aldrin, who was featured in Gail's favourite event**

awful times in the morning, usually with the UK or with Slovenia or different places around the world," she laughs. "I get as much done as I possibly can before I have to go pick up the kids from school, take them to some kind of sporting event. I'm on a lot of phone calls then it's time to figure out, if I'm going to a basketball game or a volleyball game or a soccer game, then I'm fixing dinner for the family and a lot of times it's grandma and all her friends too. They come around once or twice a week when I'm home for dinner. Clean up and pack my suitcase for the next event."

With all that action in any given day, it's not surprising that her favourite time of the day is when she gets a little peace and quiet. "One of my favourite parts of the day is getting up early and getting out feeding the animals or just taking that early time, the quiet time, before the chaos starts."

With this charmed life, she must have some advice for people who want to follow in her footsteps:

"In this business the key is flexibility. Things change and being able to change with the ebb and flow of that tide is key for me. Really, being a single mum and entrepreneur, you have to be flexible because things change all the time. I'm not saying that you need to sit around with no plan and manifest your life – you have to do the work, it's just good to understand that things change." **b**

**GAIL KINGSBURY AT A GLANCE**

- Grew up in a small town in Colorado and had a very 'normal' childhood
- In 1988 got introduced to Brian Tracy, which sparked her career in personal development
- In 1990 she did what many think is impossible and walked on fire with Tony Robbins
- Has worked with people such as Tony Robbins, Robert Allen, Jay Abraham, Harry Pickens and Deepak Chopra
- Her company, Business Events International, was listed by the NY Times as one of the top 5 conference planning sites on the Internet
- From there the business expanded with a partner and became the outside marketing arm for The Success Tour
- Moved to a farm in Oregon where she lives with her three daughters, 40 chickens, three ducks that think they are chickens, three cats, two Golden doodle dogs, three rabbits, and a goat named Oreo that thinks it's a dog

As of next month, Gail will be partnering up with The Best You as a contributing editor on the editorial team. And in turn, we will be part of her adventure on Wisdom TV, working together to make the world a better and more balanced place.