

Gary Garth

Serial Entrepreneur, Behavioral Health
Marketing Expert & Best-Selling Author





Who is Gary?

Gary is a serial entrepreneur, angel investor and currently acts as CEO of elev8.io which works with 50+ large Behavioral Health Centers. He is also the author of the best-selling book 'The Zero to 100 Million Sales Blueprint' and 'The Goals, Grit & Greatness' Planner.

He has been featured in Inc., Forbes, Success, and many other prominent publications. A serial entrepreneur since 2002, Gary has started and successfully exited six companies, including several large outbound sales call centers with more than 300 agents, Europe's largest radio advertising network, and an award-winning, nine-figure digital marketing agency.

Born in Denmark, Gary now spends his time between Tampa, Florida and Medellín, Colombia.

Let's Go Back in Time

2000

Entrepreneur At Age 20 and selling his first business

2003

Outbound Sales And Becoming A Millionaire

2006

Partner & Media Sales Director at Europe's Largest Radio Network

2011

DANIDA Investment Program and Latam Expansion

2014

Becoming The 22nd Google Premier Partner In The USA

2014 - 2017

Inc. 5,000 Fastest Growing Company 4 Years In A Row

2017

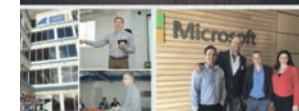
Founding The First Ever End-To-End White Label PPC Reseller Program

2021

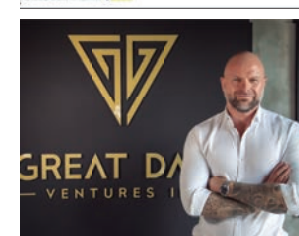
Angel Investing, Accelerator Launch, and ProColombia Foreign Investment Accredited

2022

Launched elev8.io - 360 Solutions for Behavioral Health Centers



Top 10 Fastest-Growing Companies in Miami



Elev8.io and Great Dane Ventures Subsidiaries

Great Dane Ventures is an angel investment and accelerator firm that helps startups with 100x potential go to market, scale, and become profitable via 360 degrees marketing & sales support, incubator programs, advisory services, and proprietary technology, engineered with the purpose of empowering entrepreneurs.

Not Your Regular Angel Investment Company

Under the umbrella of Great Dane Ventures, we operate a group of business entities that collectively act as a single suite of tools and resources for both entrepreneurs, investors and executives.

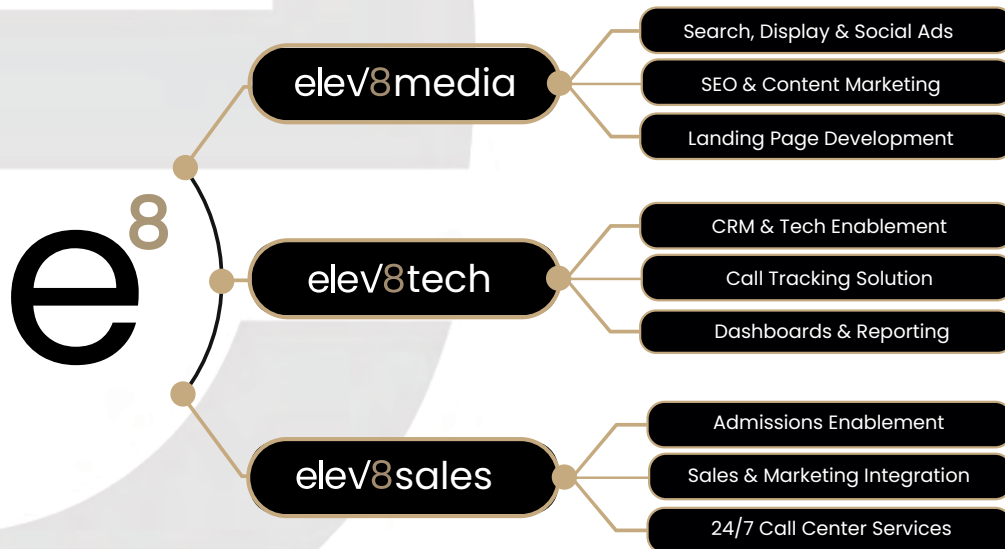
<p>Personal Development</p> <p>Through our 'Goals, Grit and Greatness' (GGG) brand we offer coaching solutions for entrepreneurs together with our GGG Planner and the GGG podcast where we interview thought-leaders in related domains.</p>	<p>Strategic Resources</p> <p>Originating from our book 'The Zero to 100 Million Sales Blueprint', we have compiled a series of resources and templates to help entrepreneurs and sales leaders boost business growth through revenue optimization.</p>	<p>Entrepreneur Playbooks</p> <p>With our Accelerator Platform™ brand, we offer entrepreneurs an end-to-end playbook and coaching to help them go from day 1 to IPO, with guides, templates and educational content.</p>
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360° Solutions For Behavioral Health Centers

Gary now spends all of his time on his passion & purpose-driven project elev8.io helping Addiction Treatment & Mental Health Centers unlock their full potential via 360 degrees sales, marketing, & technology solutions.

Elev8's mission is to close the gap between the millions of people struggling and the providers with good intentions who can help them out of suffering.



The Zero to 100 Million Sales Blueprint

Published in January 2023, it quickly became a best-seller and labeled “The Sales Bible” by top-executives across several industries. The book paves the way for you to construct a predictable, profit-oriented sales process to propel your company to unprecedented growth.

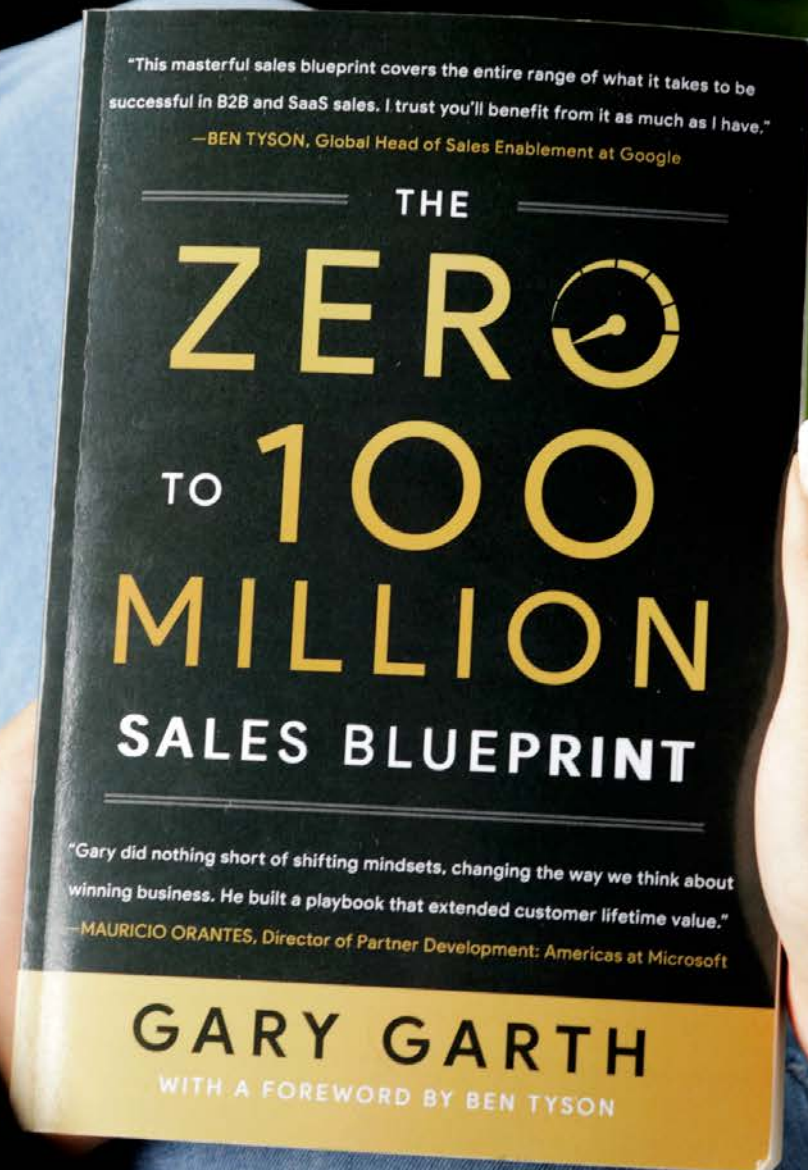
Gary shares practical, cutting-edge recommendations perfected from working with tech giants such as Google and Microsoft for over decade and managing thousands of sales reps.

“I’ve compiled 20+ years of hard-won business learnings and sales lessons, forged together with former stellar employees, into one comprehensive Sales Blueprint. My goal is to help people to become highly successful by focusing on an often overlooked area of company performance.

The Zero to 100 Million Sales Blueprint™ is full of end-to-end practical tangible concepts that you can apply to your business tomorrow for revenue optimization, increased profitability and scale.”

Gary Garth

Author, *The Zero to 100 Million Sales Blueprint*



Testimonials



"Gary was one of the strongest sales leaders I worked with when I ran Google's reseller business in the Americas. He built an amazing sales culture and high-growth business from scratch. He combined this sales leadership with operational excellence, using technology and automation well to help scale his business."

Ben Wood
Director App Dev EMEA Google



"It was impressive to see how Gary managed to build a strong reseller business from scratch, growing his sales team and keeping performance and operational excellence throughout the journey. He became **one of Google's strongest partners while I was managing the program** due to his ability to see and make things happen."

Marcela Tonello
Program Manager Meta



"Gary has a successful track record of building profitable B2B and SaaS sales-driven companies from scratch. **His Sales Blueprint is a must-read for the steps it takes to accelerate your company's growth** with proven strategies with a customer-driven mindset that you can only find from an industry vet like Gary."

Samir Janveja
Head of Channel Sales, Amazon,
Ex-Google



"**Gary's book is literally a comprehensive sales bible.** Startup founders, sales leaders, and marketing executives will all find highly relatable stories, strategy insights, and plenty of proven best practices, plus tech-stack recommendations they can immediately apply. Gary's done it all. This is advice you can trust."

Marcus Sheridan
#1 LinkedIn Voices for
Entrepreneurship



"Gary is a thought leader in sales excellence. He is a respected visionary who knows channel sales enablement like no other. In my time as GM of Channel Sales at Google, Gary **demonstrated quickly as a leading partner how to plan, execute, and scale a winning sales approach.** This book clearly lays out the sales methodology, framework, and processes that fueled his company's success."

Jazz Samra
Digital Innovation Wells Fargo



"Gary helped put a region on the map. He was key in marrying a near-shore business model and offering best-in-class digital marketing services. **He didn't just win new business; he built a playbook that extended customer lifetime value.** Gary is the type of person who knows how to find opportunity, attract the right people, and win partnerships for the long haul."

Mauricio Orantes
Director of America's Partners at
Microsoft

Goals, Grit & Greatness™ Planner



The principles of this Planner draw on insights from some of the world's most influential thought leaders in personal development, neuroscience and psychology. Practices associated with happiness and fulfillment such as visualization, goal setting, prioritization and gratitude, are all implemented and described in detail.



Vision Board



Annual Goals



Daily Gratitude



Daily Pages



Weekly Planner



Quarterly Review



Daily Rituals



Learning Material

*"Set specific and measurable **goals**. Reach your milestones through **grit** and determination. Achieve **greatness** by making excellence a habit."*

- Gary Garth



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