



# connects



ROB "YB" YOUNGBLOOD

## MEET YB ..... FOUNDER & CHIEF CONNECTING OFFICER, YBConnects, LLC

Rob "YB" Youngblood is an Author and President/Chief Connecting Officer of YBConnects, LLC, a Richmond, VA based Professional Training & Coaching Firm that empowers entrepreneurs & executives to enhance Business Relationships & Communication skills.

As an Engagement Specialist, YB teaches his clients how to establish & facilitate connections that lead to outstanding outcomes. In many circles, he is known as "The LinkedIn Locksmith" because of his ability to unlock the power of LinkedIn for professionals who are responsible for attracting new clients and generating revenue. Since 2016, he has coached nearly 1,000 entrepreneurs & executives to leverage LinkedIn as a tool for increasing their Visibility, Credibility and Profitability.

For over 25 years, YB has developed quality relationships that have allowed him to serve as a vanguard of business, leadership and professional development. His ability to lead and connect people to resources has directly supported the mission of organizations such as the Heart of Virginia Council - Boy Scouts of America; Learning for Life; Centura College; Chesterfield Chamber of Commerce; INROADS Mid-Atlantic Regional Board and the Virginia Union University National Alumni Association.

Rob is a proud member of Alpha Phi Alpha Fraternity and a graduate of Virginia Union University where he earned his bachelors degree in Business Administration with a Concentration in Finance & Economics. He is a native of the Bronx, NY and now resides in Richmond, VA with his wife and two daughters. Rob loves to sing, travel and watch movies in his spare time.

## THE MISSION OF YBCONNECTS, LLC IS TO CREATE AWARENESS, DEVELOP LEADERS, ENHANCE PERFORMANCE & FACILITATE CONNECTIONS THAT LEAD TO DESIRED OUTCOMES.



## SPEAKING TOPICS .....

- Your Network Is Your Net Worth: Networking Strategies To Enhance Your Visibility, Credibility and Profitability
- How To Have Confidence & Power When Using LinkedIn
- Headshots & Handshakes: The Art of Networking
- How To Transform Your LinkedIn Profile Into A Prospect & Profit Magnet
- Prospecting & Relationship Marketing Strategies
- How To Network Without Social Media
- The 3 Assets To Acquire For Successful Career Growth

## ORGANIZATIONS I'VE HELPED .....



## OUTCOMES

- Increase confidence and power when using LinkedIn
- Connect with target audience
- Enhanced visibility, credibility & profitability
- Promote personal & professional brand to new clients
- Establish brand recognition and communicate the value of your brand using LinkedIn
- Advance LinkedIn skill level
- Learn how to generate endless leads and quality referrals
- Leverage LinkedIn to build trust and credibility
- Increase confidence and brand awareness
- Grow your network, attract speaking engagements & gain an unfair advantage over competitors
- Improve Online & Offline Communication Skills



## CLIENTS I'VE HELPED

- **Pierre C. Quinn**  
CEO, The Cardell Group
- **Yolanda Tate**  
CEO, Elevate 2 Wellness, LLC
- **Kendall Ficklin**  
Author | Coach | Speaker & Founder, GRINDATION
- **Marshall Fox**  
Lead Graphic Designer & Brand Consultant, 120 Design Studio
- **Kenneth Graham, Jr.**  
CEO, Kenneth Graham & Associates, LLC
- **Andrea Harvey**  
Attorney/Owner – Harvey Law Office, PC
- **Jonathan Jones**  
Author, Speaker & President, Jonathan Jones Speaks
- **Nicola Millington**  
Director of Public Relations, FP Comma
- **Glenn P. Brooks, Jr**  
Executive Director, MMC Business Builder Academy
- **Quinn Conyers**  
Chief Transformation Officer, Quinn Conyers Consulting
- **Eric Thomas, PhD**  
Motivational Speaker, Pastor, CEO – Eric Thomas & Associates
- **Phillip Webb**  
President, P.D.Q. Merchant Enterprises
- **Antwain Tate Goode**  
President, Tate Consulting







*I give Rob “YB” Youngblood my highest recommendation as a speaker for your organization or event. As a Program Chair for Rotary International, it is my challenge to find great speakers for our meetings – and Rob made my job very easy. Our members were very engaged with Rob’s message, which was both inspirational and practical. In fact, our organization liked Rob’s message so much we have asked him back to speak and dive deeper into how we can grow our membership and better leverage LinkedIn. I am very happy to recommend Rob to other organizations looking for a fantastic speaker to light up and enlighten a group.*

Mark Deutsch,  
Rotary Club of Western Henrico

## CONTACT INFORMATION

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