



# Terry Gurno

Personal | Professional | Organizational  
*Missional Leadership*

Terry is the Co-founder and CEO of Gurno Group LLC. As a speaker, trainer, and coach his passion is to inspire leaders to bring out the greatness in those they lead and to help people discover their purpose, ignite their passion, and live an epic life.

## Personal Life

Terry lives in the beautiful city of Coeur d'Alene, Idaho with his wife, Nancy and they have three grown children. When he's not speaking, training, or coaching, he enjoys hiking, fishing, boating, music, sports, cooking, training for triathlons, and reading.

He loves to laugh, learn, create, and help others do the same.



moscow family medicine  
*"Improving the Quality of Your Life"*



## Terry's Background

Terry spent 20 years as a youth leader in the Pacific Northwest directing youth camps in Western Washington, leading foreign and national mission trips, and motivational speaking.

He was a co-founder of Get Real Assemblies and traveled throughout the United States inspiring and challenging students to make the decisions that would drive their life in the direction they wanted it to go! To this day, Terry has former students who, recognizing his voice, approach him with stories of how a message delivered in a high school gym twenty years ago shaped the path of their life.

In 2005, Terry entered Real Estate, becoming one of the top producers in the office in the first year and was recognized at their national convention for production volume. After one year, Terry was given the opportunity to lead and turn around their failing real estate company. In 4 years as CEO/Team Leader, agent count was increased by 73%, a new business center was opened, and the team had the 2 best years of the company's history. Records were set in listings taken, contracts written, sales closed, owner profit, and profit share—all in a "down market."

Terry's primary focus as Team Leader was recruiting and retaining quality talent, training and skill development, and coaching for productivity and profitability.

## What People Are Saying

"You will not find a better coach and team builder than Terry Gurno! Terry's passion to help others succeed is not only inspiring but contagious."

Tim Harris | Country Financial  
Agency Field Executive

"We had Terry speak at our vision breakfast. He did an outstanding job. He was engaging, inspiring, and challenging. His message was both practical and actions oriented. He exceeded our expectations!"

Dennis Ranch | OP Keller Williams Realty  
Puget Sound

"Your talk contributed greatly to our Empowerment Summit. You delivered valuable content on motivating others and the real life stories you included touched the hearts of the audience. I could observe that the audience was fully engaged as you are authentic in delivering a powerful message. I look forward to working with you in the future."

Eldonna Shaw | Former President and  
CEO Spokane Valley Chamber of  
Commerce

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