



Emmy-nominated Rachel Hanfling is the creator of the *Results by Rachel Method*, a courage and communication training solution to get clients results.

A former Oprah and Anderson Cooper producer, Rachel opened her own training business in 2012. Since then, she's coached clients to land deals on Shark Tank, sell out on QVC, dominate worldwide speeches, generate explosive sales, nail workplace politics and more. She's taught at Harvard, internationally and across the US. She has spoken on Brendon Burchard's stages and been interviewed by Marie Forleo on MarieTV.

Over her 20-year career in television Rachel was known for finding and nurturing highly sensitive guests such as domestic violence survivors, as well as producing power players like former Secretary of State Hillary Clinton, Julia Roberts, Vera Wang and Ryan Seacrest. Rachel covered numerous subjects including personal finance, global warming, terrorism, health, psychology, law, business, crime, fashion, food, weight loss, music, pop culture and current events. Rachel was honored to be called upon as someone who could get just about anyone to trust her, share private thoughts and powerfully tell their story. Stories she produced raised millions of dollars, shut down websites because of too much activity, and helped changed the way society thinks.

As a coach, she sees potential in every client even when they don't see it themselves and trains them to claim their power and yield results, they did not believe were possible. Her method grows the best of what's uniquely you with integrity and creates a space where no one can compete.

Rachel is a graduate of the University of Wisconsin – Madison. She is a solo parent to twin toddlers and a dog in New York City. Her first book, *Turning No Into YES*, will be released in 2020.

