

Kevin Youngblood - Bio

Kevin and his wife, Margie, have been married for 36 years and have 3 grown children. In their early years of marriage, Kevin served our country in the military in Operation Desert Shield and Operation Desert Storm where he earned 8 medals. He was Mayor of Carl, Georgia, and started and operated several businesses, the most recent being Odysseyware, Inc, an educational software company focused on reaching at-risk students. This company was founded in 2001 and sold to a Venture Capital Fund in 2016 for over \$100 million.

For the last four years, Kevin has been investing in the Phoenix startup community by way of coaching or financial investment. He has served on the Advisory Board at the Arizona State University Center for Entrepreneurship, coaching MBA candidates as they pitch their ideas to investors. Most recently, he's been helping Grand Canyon University launch their Canyon Ventures program – an innovation center for startups in the valley – where he serves as the Entrepreneur in Residence. The goal is to help these businesses grow from a napkin idea to sustainable revenue as quickly as possible.

Through this process, Kevin realized that a lot of startup founders struggle with selling their ideas, selling their products, and getting in revenue. To respond to this need, he launched Youngblood Works, which provides sales training and mentoring to startup founders and executives, with the goal of preparing business leaders with the knowledge, skills, and confidence to generate sustainable revenue.