



# Mike Abramowitz

Relationship-Driven Business Strategist

Speaker | Coach | Revenue Partner

mikeabramowitz.com

**\$25M+**

Sales generated

**300+**

Business owners  
coached

**9**

Books  
authored

**100+**

Podcast  
appearances

**100K+**

Meals served  
to homeless

## Bio

Mike Abramowitz is a relationship-driven business strategist, speaker, and coach who has spent over 20 years building sales organizations, launching communities, and helping business owners create predictable growth.

He built a two-decade career in sales leadership, interviewing over 10,000 people, training more than 5,000, and generating nearly \$20M in team sales. He became a hall of fame performer and manager, finishing in the top 0.5% of producers out of more than 2 million reps in the company's 40-year history.

Mike founded PB&J; for Tampa Bay, which provided over 100,000 meals with more than 1,000 volunteers through events across the USA. He created GRAB Tomorrow, reaching over 30,000 students through more than 300 hours of classroom speaking. He authored the GRAB Tomorrow book series, including "Your Best Year Ever" and "GRAB Your Thoughts: A Guided Journal to Capture Moments," which introduced the T.A.D. (Tiny Actions Daily) philosophy that runs through everything he does.

He grew a Tony Robbins community called The 2mm Club from 6 members to nearly 1,000. He is a 7x firewalker and Date with Destiny graduate.

When Mike's son was born at 1 pound 4 ounces, everything changed. His son spent 254 days in the NICU on a trach, ventilator, and g-tube feeds. For nearly a year, Mike stepped completely out of the day-to-day of his business to be fully present with his family. The business kept running. The systems and relationships he had spent two decades building held. Revenue kept coming in. Clients were served. That season was the hardest of his life and also the proof that what he had built was real.

Today, his son is free from all the medical equipment and is an incredible little boy. Mike is based in Saint Augustine, Florida, father of two, and spends his time helping other business owners set up the systems that buy back their time and create predictability.

He co-founded the WARM Method, a warm referral marketing system that helps businesses grow through relationships instead of cold outreach. He partners with companies as a rev share partner, building and running revenue engines on a performance basis. He coaches entrepreneurs 1-on-1 on business growth, leadership, and transitions. And he speaks on stages, bringing a mix of business strategy and personal story that moves rooms.

# Talk Topics

## Building a Referral-First Business

How to install systems that generate predictable growth through warm relationships instead of cold outreach, paid ads, or hoping for word of mouth.

## When Life Stops and Business Doesn't

The NICU story and what it taught me about building systems that hold when you need to step away. For audiences who want both business strategy and personal depth.

## From 6 to 1,000: Building Communities That Matter

How I grew a local community from 6 members to nearly 1,000 through education, philanthropy, and adventure. For organizations that want to understand real community building.

## Tiny Actions Daily: The Compound Effect of Consistency

The T.A.D. philosophy from my GRAB Tomorrow book series. Small, consistent actions create massive results. For audiences focused on personal development and long-term growth.

*Custom topics available. I work with your team to tailor the message to your audience.*

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**50K+**

Live audience  
members

**50+**

Stages

**5,000+**

Trained in  
workshops

### Notable Engagements

AOLP (Association of Outdoor Lighting Professionals), Gracie Barra Leadership Conference, YellowTelescope, Vector Marketing, Front Row Dads, Freedom Builders University, GoBundance, COO Alliance, USF, FBLA, NSLS, CBS

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## Suggested Interview Questions

For podcast hosts and journalists. Feel free to adapt these to your audience.

- 1. Your son was born at 1 pound 4 ounces and spent 254 days in the NICU. You stepped away from your business for nearly a year, and it kept running. What did you build that made that possible?**
- 2. You talk about the difference between being a business owner and a business operator. What does that actually look like in practice, and how do most entrepreneurs get stuck on the wrong side?**
- 3. You created something called the Time Rich 6 framework. What is it, and how does it help business owners buy back their time?**
- 4. The WARM Method is your referral marketing system. Most people say they want more referrals but never build a real system for it. What are they getting wrong?**
- 5. You have generated over \$5M in high-ticket sales with an average ticket over \$35K. What is different about selling at that level compared to what most people are taught about sales?**
- 6. You founded PB&J; for Tampa Bay, which served over 100,000 meals, and grew The 2mm Club from 6 members to nearly 1,000. What drives you to build communities, and what have you learned**

about what makes one actually work?

7. Your GRAB Tomorrow book series introduced the T.A.D. philosophy, Tiny Actions Daily. Can you walk us through how that works and why small daily actions matter more than big goals?

8. You spent 20 years in sales leadership and finished in the top 0.5% out of more than 2 million reps. What separated you from everyone else?

9. You co-founded the WARM Method with someone who started as your coaching client. How did that relationship evolve, and what does it say about the way you approach business partnerships?

10. What advice would you give to an entrepreneur who has a business that works but feels like they cannot step away from it for even a week?

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## Podcast Appearances

Mike has been a guest on over 100 podcasts. Selected highlights: Perpetual Traffic, Front Row Dads, Millionaire University, Scaling Up Services, Conscious Millionaire, The Mindset Mentor with Rob Dial.

[View 100+ guest appearances at mikeabramowitz.com/podcast-media](https://mikeabramowitz.com/podcast-media)

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## Contact

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To book Mike for a keynote, workshop, or podcast appearance: [mikeabramowitz.com/speaking](https://mikeabramowitz.com/speaking)