



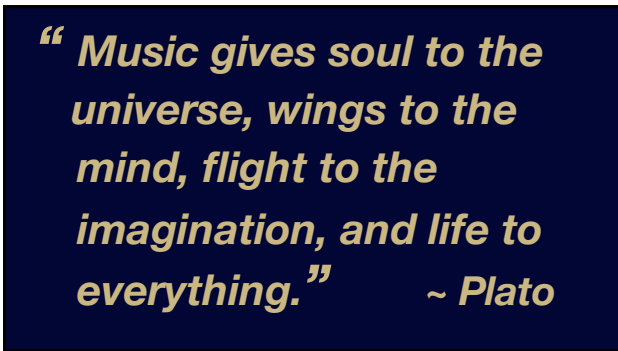
2019 MDRT Top of the Table Annual Meeting e-Handout Material

Title:	In Tune with Freddie Ravel; Amplify Your Success through the Power of Music
Speaker:	Freddie Ravel
Presentation Date:	Friday September 27, 2019
Presentation Time:	8:30 a.m.-10:00 a.m.
Session Room:	Congressional Ballroom B-C

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The Structure of Music is
The Structure of Success

LISTEN



LISTEN

ASK and SPEAK UP



disruptions
interruptions

\$600,000,000,000
0
per year

listen
silent

S C  R E™

MELODY

LEADS

HARMONY

COLLABORATES

RHYTHM

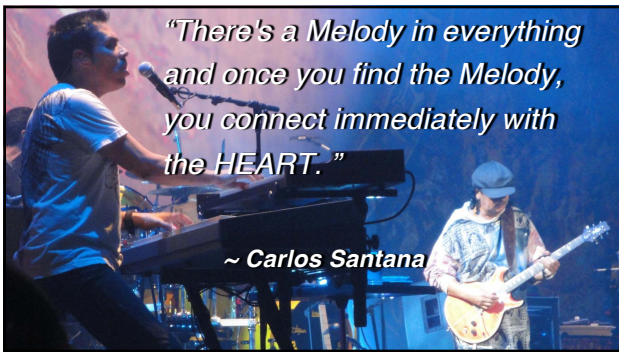
SYNCHRONIZES

Melody and Harmony
is what you sing
Rhythm and Timing is

“EVERYTHING”

Melody
leads

SCORE
FREDDYRAMEL.COM



Harmony
collaborates

SCORE
FREDDYRAMEL.COM

“ Pay close attention to what is being said **beneath** the words, you listen not only to the ‘**music,**’ but also to the **essence** of the person speaking.”

~ Dr. Peter Senge

“Business Strategist of the Century”, M.I.T.

EMPATHY
Put yourself in
THEIR
shoes



Melody and Harmony
is what you sing
Rhythm and Timing is
“EVERYTHING”

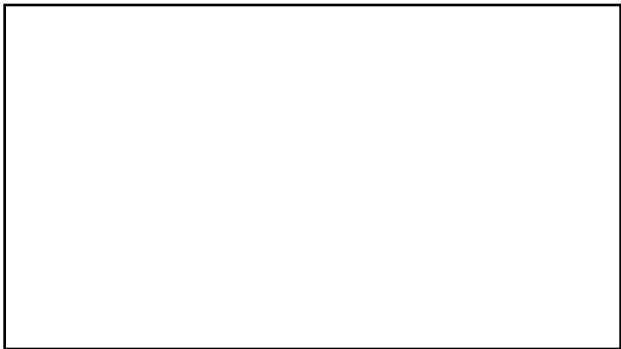
Rhythm synchronizes













R&R		Smooth Jazz Top 30		Most Added.	
July 6, 2001		WEEK ENDING		WEEK ENDING	
1	Freddie Ravel's Sunny Side Up (GRP/VMG)	823	-48	10587	18
2	Melvin Van Peebles' You Love (Atlantic)	776	-47	12506	15
3	Bruce Columbia's Get It On (Atlantic)	768	+13	10583	18
4	Chico Low's South Sea (Blue Note/Phonogenic)	754	-25	10512	18
5	Mark Anthony's Ma On Ma (GRP/VMG)	665	-20	8282	8
6	Lee Waters' Forgive Ourselves (GRP/VMG)	597	-47	10178	7
7	Michael Lindstrom's Sweet (Atlantic/Go! Disc)	586	0	8187	17
8	Mike St. John's Used You Come Back To Me (Bones Search Co.)	556	-46	14028	14
9	Lester Kaminberg's How You Feel (J)	514	-25	8187	12
10	Steve Cole's From The Sun (Atlantic)	442	-6	10817	8
11	Eric Clapton's Rhythm (Blue Note)	439	-6	11058	18
12	Eric Clapton's Rhythm (Blue Note)	427	+18	12466	13
13	Eric Clapton's Rhythm (Blue Note)	422	-17	8291	12
14	Eric Clapton's Rhythm (Blue Note)	417	-147	8291	21
15	Eric Clapton's Rhythm (Blue Note)	414	-58	8272	4
16	Eric Clapton's Rhythm (Blue Note)	405	-45	8296	6
17	Eric Clapton's Rhythm (Blue Note)	379	-44	10808	11
18	Eric Clapton's Rhythm (Blue Note)	362	-46	10115	24
19	Eric Clapton's Rhythm (Blue Note)	332	-44	10814	4
20	Eric Clapton's Rhythm (Blue Note)	297	-50	10815	9
21	Eric Clapton's Rhythm (Blue Note)	293	-3	10880	7
22	Eric Clapton's Rhythm (Blue Note)	286	+11	10565	13
23	Eric Clapton's Rhythm (Blue Note)	259	-44	10537	1
24	Eric Clapton's Rhythm (Blue Note)	258	-43	10565	4
25	Eric Clapton's Rhythm (Blue Note)	258	-4	17409	14
26	Eric Clapton's Rhythm (Blue Note)	258	-43	10565	4
27	Eric Clapton's Rhythm (Blue Note)	243	-22	10815	9
28	Eric Clapton's Rhythm (Blue Note)	188	-20	13753	19
29	Eric Clapton's Rhythm (Blue Note)	182	-38	8799	1
30	Eric Clapton's Rhythm (Blue Note)	182	-38	8799	1



Sunny And Smooth
 Freddie Ravel's "Sunny Side Up" (GRP/VMG) climbs to #1 on this week's R&R Smooth Jazz Chart, marking the first No. 1 hit for the up-and-coming pianist.

New & Active

Breakers.

DAVE KID
 The Right Side (Capitol)

The Nielsen 495 households surveyed are believed to be representative of Smooth Jazz listeners. Billboard magazine is the primary source of the Nielsen 495 household data. In the event of a tie, the song with the most radio airplay will be ranked higher. The chart is compiled weekly by the Nielsen Company. Copyright © 2001 The Nielsen Company. All Rights Reserved.