

مقابلة مع  
الدكتور بريان كينت



One-on-one  
with  
Dr. Brian L. Kent





# Sixty

minutes  
interview  
with

Dr. Brian L. Kent PhD

**1. As a multi-awarded international speaker, bestselling author, serial entrepreneur and investor, please tell us more about how you achieved all this.**

*In the pursuit of establishing my business, I was encouraged by a profound desire to address a notable gap within the industry. The motivation came from a keen observation of insufficient services tailored to evaluating and integrating emerging technologies. Recognizing the discrepancy between the evolving technology landscape and the readiness of individuals and businesses to embrace it effectively, I embarked on an academic journey, eventually pursuing a PhD. I felt a pressing need to bridge the gap between cutting-edge technologies entering the market and the knowledge and skills required to utilize them optimally.*

*Over the years I have aspired to serve as a trusted intermediary, facilitating a seamless transition for individuals and organizations navigating the dynamic technological landscape. Beyond viewing it as a mere business opportunity, I have considered it a mission to empower people with the necessary knowledge, insights, and support to leverage the full potential of new equipment, systems, and processes.*

*Through dedication to this mission, I envisioned aiding clients in adopting and integrating new technology and providing them with a comprehensive understanding of its implications, capabilities, and limitations. This holistic approach aimed to equip them to make informed decisions and utilize technology as a strategic advantage rather than a daunting challenge. I have used multiple business concepts and a deep-seated commitment to filling a void hindering progress and innovation.*

*Eventually I sat down and started to document process, basic processes that help to simplify harder challenges that companies get stuck in due to over complicating and not breaking down tasks to hold individuals accountable. My passion and recognition of the potential impact of the work and tasks have led me to pursue this type of process in all my business endeavours.*

*I aimed to create a legacy where I help increase knowledge and use empowerment for transformation within the ever-evolving technological landscape by focusing on technology evaluation, integration, and education.*

**2. As a Philanthropist you are also giving back to your community and how do you see the younger generation coping with a fast-paced technological world - if you can elaborate on that a bit?**

*As a philanthropist, I believe giving back to the community is crucial, especially in today's rapidly evolving technological landscape. The younger generation is facing unique challenges and opportunities as they navigate a world that is changing at an unprecedented pace.*

*One significant shift we're witnessing is in how young people perceive formal education. Many are beginning to question the traditional academic model, realizing that it often struggles to keep pace with the speed of technological advancements.*

*This disconnect has led to a rise in alternative learning paths—such as online courses, coding boot camps, and vocational training—that align more closely with the skills needed in today's job market.*

*We are also seeing a surge in young entrepreneurs who are eager to dive into their passions and perfect their crafts. This entrepreneurial spirit is fuelled by access to technology and resources that allow them to launch businesses from their bedrooms, leveraging social media and digital marketing to reach global audiences. In fact, social media has become an integral part of company growth, so much so that marketing roles have begun to ascend into the C-suite, reflecting the importance of brand presence in a digital-first world.*

*From my experience working with hundreds of companies over the past decade, I've observed that the focus, education, and aspirations of younger workers differ significantly from those of previous generations. They prioritize flexibility, creativity, and innovation over traditional job security. Many young professionals are not only seeking meaningful work but also crave environments where they can collaborate, learn, and adapt quickly.*



Dr. Brian L. Kent, PhD, NACD.CC  
Keynote Speaker | International Best-Selling Author | Serial Entrepreneur | Strategist | Investor

*Furthermore, as the world moves at a pace three to four times faster than before, it's essential for the younger generation to develop resilience and adaptability. They need to be equipped not only with technical skills but also with critical thinking and emotional intelligence to thrive in an ever-changing landscape.*

*As a philanthropist, I see the importance of investing in programs and initiatives that support youth development in these areas. Whether it's through mentorship, scholarships for entrepreneurial ventures, or funding for technology access, it's vital to empower the younger generation to harness their potential. By doing so, we can help them navigate the complexities of a fast-paced technological world while ensuring they contribute positively to their communities and the broader society.*

**3. Is there any specific project you currently working on that you wish to highlight to our esteemed reader audience?**

*I am currently working on two major projects that are very close to my heart. The first is a passion project in partnership with Alchemist Nation, a group I joined about a year ago.*

*The founder, who was financially struggling a decade ago, transformed his life through perseverance and hard work. He established Alchemist Nation with a powerful mission: to personally develop 100 millionaires, who would then each help create another 100. This mission has inspired many and has become a shared dream. Through breakfast meetups, networking sessions, and training opportunities, people from multiple states gather weekly, and sometimes daily, to pursue business and real estate ventures.*

*Due to our significant growth, I will be spearheading an initiative to launch international investment opportunities. This will allow us to generate the funds needed to support young entrepreneurs in achieving their dreams.*

*The traditional banking system can often be slow and unable to keep pace with the speed of business. Therefore, the 'Alchemist Growth and Income Fund I' will help to establish opportunities that will bridge the gap, providing financial support to projects until conventional financing can catch up.*

*The second project focuses on expanding my business coaching and training services globally. I've authored three books to date, and by the time of the conference in Morocco, my fourth will be released. In January, we will launch a training manual to accompany my first book, 'The R Factor', which will allow us to transition into online and larger group training formats.*

*Being a business coach not only enables me to drive growth for companies but also presents opportunities for deals and financial success through building strong relationships with business owners and senior managers. At this stage of my life, I find immense fulfillment in fostering growth, and the financial rewards that come with it are simply a welcome bonus.*

#### 4. What does your typical workday look like?

*I normally wake up around 5:30 AM, which has become a consistent part of my daily routine. When I'm at home, I like to spend a few moments reviewing emails to get a sense of what the day holds.*

*After that, I indulge in some relaxation time in the spa for about 30 minutes while enjoying a warm cup of coffee. This little ritual helps me to center myself before diving into the day.*

*Following that, I either head to the gym for a workout or go for a brisk 60 to 75-minute walk outside. During that time, I make the most of my morning by listening to the news, enjoying an audiobook, or making important calls that need to be addressed to help kickstart my day effectively.*

*Since I work with individuals across the globe, it's quite convenient for me to make calls into Europe and the Middle East during their midday hours. This timing allows for smoother communication and collaboration with clients in those regions. Once I'm in the office, my day typically consists of managing emails, engaging in planning sessions, and attending various meetings. For our clients, we establish a regular cadence for calls or visits, which helps maintain a strong connection and ensures we're always aligned with their needs.*

*On average, I find myself traveling about 50% of the month out of the total 30 days. Some people have this notion that flying around the globe is a glamorous experience, almost like a fantasy world. However, those who romanticize air travel clearly haven't had much recent experience with it. Even when you're fortunate enough to secure a seat in first or business class, the reality of spending an entire day flying can be quite exhausting. If weather delays occur, it's not uncommon for airlines to be so overbooked that you might end up tacking on an extra day to your trip.*

*Regardless of the challenges, we always prioritize flying to wherever the customer needs us the most. Our commitment to being present and making a significant impact for them drives our travel decisions, ensuring that we are there to provide support and solutions when they matter the most.*

#### 5. Finally: What's the best piece of advice ever given to you ?

*For those entering the professional world, my guidance on charting a course for personal and career development is pretty straightforward. I emphasize the importance of clarity and strategic goal setting. First, I stress the significance of defining aspirations and establishing concrete objectives. By taking time for introspection, individuals should identify their passions and long-term ambitions, both personally and professionally. This self-awareness forms the foundation for crafting a meaningful career trajectory.*

*Recognizing that not everyone has immediate access to formal education or certification, I advise against allowing financial constraints to impede progress. Instead, I encourage seizing employment opportunities that offer valuable experience and income while pursuing educational goals. Crafting a structured plan is pivotal, according. Breaking the journey into manageable steps and setting realistic timelines fosters a clear pathway toward career fulfillment. This roadmap is a guiding framework, ensuring steady progress towards desired objectives.*

*Moreover, I emphasize the importance of commitment and perseverance in facing challenges. Upholding a strong work ethic and embracing a growth mindset is essential for navigating obstacles and seizing opportunities for growth and learning. Individuals can carve out rewarding professional paths by aligning educational pursuits and certifications with personal aspirations.*

*This underscores the significance of resilience and adaptability as individuals work towards manifesting their envisioned futures. My insights illuminate the importance of self-awareness, strategic planning, and steadfast determination in shaping a successful career trajectory. As individuals embark on their professional journeys, these principles serve as guiding beacons, steering them toward meaningful fulfilment and achievement.*

*"It's crucial to take the time to reflect on your passions, interests, and long-term objectives in life. Understand what truly motivates and excites you, both personally and professionally."*

**Dr Brian, we thank you for the interview** ■

**E**mpowerment  
comes from truly  
believing you can create change.

@briankent



# Meet Brian 'BK' Kent, PhD, NACD.DC

## *A Keynote Speaker & Strategic Advisor*

As a serial entrepreneur, Dr. Kent's first business endeavour was a Real Estate Investing Company. The company grew through renovations, new construction and eventually became licensed as a General Contractor. The market included single-family, multi-family and commercial properties in North Carolina, South Carolina, and Florida. Dr. Kent provides a wealth of knowledge across the business market and has founded and led companies in the Defence Industry and Medical Arena. He continues to build and advise companies for strategic growth through innovation.

As an accredited investor, Dr. Kent has also pursued endeavours to invest and build technology companies. These have included startups in medical, real estate, aviation, electronics, and biometrics. He continues his support in the arena of the commercial market through Angel Funds, Venture Capital, and Consulting.

As a Philanthropist, Dr. Kent continues to give back. He is the co-founder for the Kent Family Foundation and E2E Alliance Foundation. He provides scholarships for underprivileged children from depressed areas or disadvantaged children placed in children's homes or the state systems. Additionally, as a Veteran, he supports veteran, and first responder causes across the nation. He earned his Master's Degree in Management Technology from Murray State University and completed his PhD in Business at Trident University with dissertation on Technology Acceptance.



“ Empowerment  
turns potential into  
action.

[@briankent](#)

As a distinguished senior-level business executive, he is a seasoned leader in various industries a captivating keynote speaker renowned for his expertise in relationship management, business processes, and other critical aspects of organizational success. With a wealth of experience and a dynamic speaking style, Brian has become a sought-after thought leader, inspiring audiences worldwide to enhance their business strategies, optimize processes, and cultivate meaningful relationships for sustainable growth and success.



## VISIONARY STRATEGIC ADVISOR

One of BK's areas of expertise lies in relationship management, where he emphasizes the importance of fostering authentic connections and building strong partnerships within and outside the organization. Through engaging anecdotes and real-world examples, he illustrates the transformative power of effective communication, collaboration, and trust in driving business success and achieving strategic objectives. Dr. Kent's insights into relationship-building strategies empower audiences to cultivate enduring professional connections, leverage their networks, and unlock new opportunities for growth and innovation.

“  
Knowledge has  
no boundaries,  
only horizons.

[@briankent](#)

# International Keynote Speaker

BRIAN "BK" KENT, PhD, NACD.DC

## SPEAKING TO THE PEOPLE, SPEAKING TO THE WORLD.


BK helps corporate managers, executives, and entrepreneurs with relationship management, helping them understand how to raise standards and identify accountability goals to scale.

As a keynote speaker, he draws upon his extensive background in senior executive roles across diverse sectors, including technology, finance, and government contracting, to deliver compelling insights and actionable strategies tailored to each audience's unique needs and challenges. With a keen understanding of the complex dynamics of modern business environments, he adeptly addresses key topics such as relationship management, leadership development, change management, and organizational culture, providing practical guidance and thought-provoking perspectives that resonate with audiences at all levels.



### Awards & Accolades



A man with grey hair and a beard, wearing a light-colored blazer over a blue shirt and dark trousers, is speaking on a stage. He is gesturing with his hands. The background features a large blue graphic with the letter 'B' and a globe. There are stage lights and a microphone stand visible.

You can only  
scale if you train  
those below you,  
so as the  
company grows,  
your vision for  
the company has  
to grow.

”

# CONSULTING

Facilitating Strategies, Compliance and  
Growth for emerging startups to  
Fortune 100 Companies





## **SMALL BUSINESSES, START UPS AND EMERGING TECHNOLOGY**

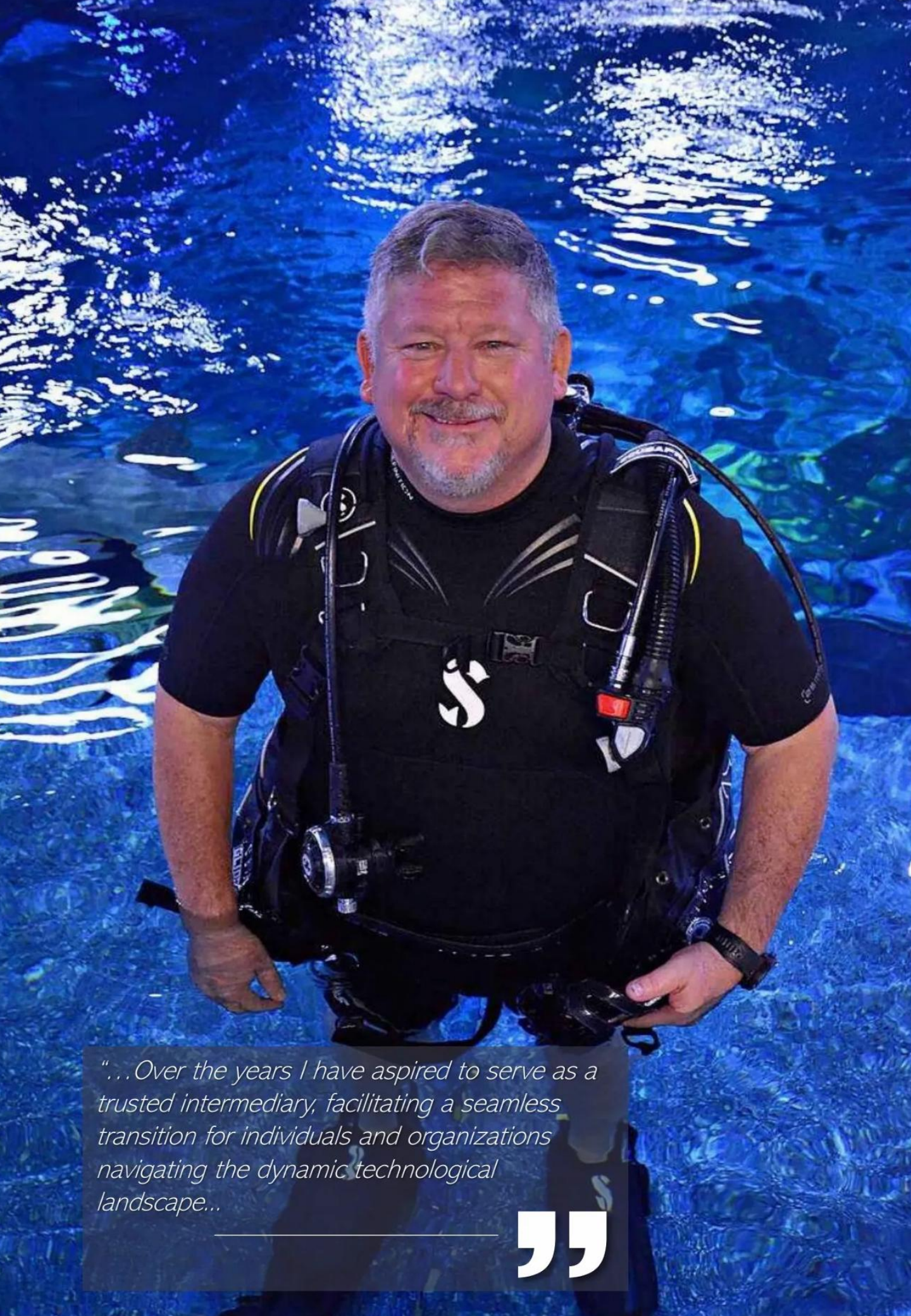
Dr. Kent brings strength in supporting entrepreneurs in growing an idea into a business and beginning the path to success. Sometimes this consulting begins immediately after registration as a business. From reviewing business ideas to discussing the strategic vision and beginning to chart the campaign for the future, Brian provides expertise in moving toward business success.

With startups and emerging businesses, including those wanting to do business with the federal government, he helps to identify the right bank solutions, accountants, and attorneys. It is key for success to identify the external partners that are required to keep the business compliant. Brian works with business development and capture teams to prepare for contract submissions during their review process. A part of this compliance for federal contractors may come by way of supporting a RED or GOLD Team in a bid.

The key to success is helping the owner(s) understand and support their work on their business not just in their business. It is time to understand scaling, processes, and marketing. The business leaders must understand the roles of the entrepreneur, the manager, and the technician.

As any entrepreneur knows, once the business is open it immediately needs funding. This can come in various ways. 1) Bootstrap (friends and family) 2) Grants, loans and banks 3) Angels, Venture Capitalists and various other forms of outside funding. Brian understands and supports businesses throughout the process of gaining funding.

*Success is moving from an idea to production and growth!*



*"...Over the years I have aspired to serve as a trusted intermediary, facilitating a seamless transition for individuals and organizations navigating the dynamic technological landscape..."*

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## MIDSIZE/ESTABLISHED BUSINESS

Brian works with midsize and established businesses to review strategy, develop funding options and identify markets and contract strategies for growth. This comes by way of facilitating offsites for the leadership, doing one on one with both Directors/VPs in both Operations and in Business Development.

As part of growth strategies, there is organic growth which can handle most of where organizations want to go, but then there is also a need to do strategic procurement. Brian works with the leadership to help define what type target might be needed for the strategy and then work with the company or with investment groups to ID companies that may.

Lastly for his government contracting clients, he assists during the proposal phases to ensure compliance and to ensure the submission answers the questions the customer is asking.



## LARGE BUSINESSES (BOTH PUBLIC & PRIVATE)

The goal with Large Partners is to establish the relationship, identify campaign plans and begin to identify strategic partnership. *"I listen to their mission and vision then assist with growth strategy."*

Additional support to larger companies is compliance for proposal support. Brian also reviews packages for companies to assist with procurement decision.

# INVESTMENT

Over the past two decades, we have taken part in residential, commercial, multi-family and flex space/storage properties. Across North and South Carolina and Florida. If it is time for *you* to move between classes of real estate, BK can cover the transition for investing.

Brian works to connect our team with the right investment opportunities in targeted markets, in various asset classes. We seek properties that offer years of passive income and healthy returns when the property sells as well as opportunities in different commodity areas such as oil exploration and oil reserves. We will seek to involve a base of successful accredited investors and businesses from a variety of fields throughout the United States to provide for of its members by investing dollars as well as time and relationships in in Emerging technology, oil, real estate, and companies involved in government contracting.

BK is a seasoned business executive, is a multifaceted leader with a diverse portfolio spanning various industries. With a keen eye for strategic investments and a wealth of experience, Brian has established himself as a prominent figure in both the business and investment worlds.

As a visionary entrepreneur, Dr. Kent has successfully navigated through the intricacies of commercial and residential real estate markets. Through strategic acquisitions, he has expanded his real estate across multiple states. His ventures in multi-family properties and commercial real estate have positioned him as a key player in the industry.

Dr. Kent's entrepreneurial spirit and knack for identifying emerging opportunities have led him to venture into unconventional sectors such as oil drilling and electronic devices. Recognizing the potential for growth and profitability in multiple industries, he has strategically invested in projects, leveraging his industry knowledge and financial expertise to drive success in this competitive arena.

Driven by a passion for innovation and a relentless pursuit of excellence, BK continually seeks out new investment opportunities that align with his strategic objectives and long-term vision. Whether it be in traditional sectors or innovative industries, he remains committed to driving growth, creating value, and delivering exceptional returns for his stakeholders.



*“...it's essential for the younger generation to develop resilience and adaptability. They need to be equipped not only with technical skills but also with critical thinking and emotional intelligence to thrive in an ever-changing landscape.*

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## REAL ESTATE

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*Our Strategic Partners*

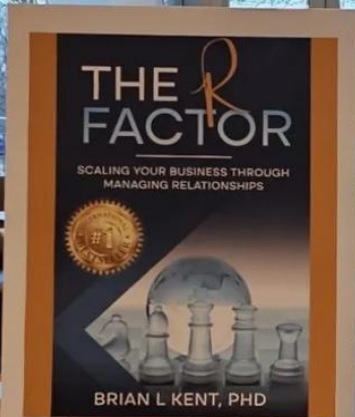




AMAZON INTERNATIONAL BEST SELLER

# THE R FACTOR

SCALING YOUR BUSINESS THROUGH  
MANAGING RELATIONSHIPS



*The R Factor is a book that delves into leadership, accountability, process, and decision-making, with a primary emphasis on Relationship Management. It provides proven techniques to navigate common leadership challenges across industries, focusing on understanding team goals, aspirations, and the impact of relationship management on achieving them. The book offers practical strategies to blend relationship management into leadership styles for effective day-to-day operations and business scaling.*