



Chris Scappatura's Corporate CV

Chris lives life with an enthusiasm that can only be described as contagious. For more than 40 years he has embraced the entrepreneurial lifestyle, building and developing businesses across the service, sales, online marketing, retail, entertainment, and manufacturing industries.

Chris's entrepreneurial journey began on his eighteenth birthday. Using the money he received as a gift, he purchased a small inventory of jeans to sell at Canadore College, where he was studying Business Administration and EDP. Within weeks, he was selling dozens of pairs from his locker to fellow students. After completing college, Chris opened his first retail store. One successful venture quickly led to another, and his entrepreneurial drive accelerated. Over the next several years, he launched multiple service- and product-based businesses, including a sporting goods store, lawn-care service, screen-printing operation, team-outfitter shop, bingo hall, and skateboard store.

In the early 1990s, Chris was recognized by both his community and his local college as a standout young entrepreneur. His appetite for growth soon led him into real estate, where he consistently ranked among the top sales performers in his company.

Then, one fateful night, a single phone call changed everything. Presented with an opportunity to join his brother-in-law and his wife in a new business venture, Chris made the bold decision to sell his businesses, close his real estate practice, and relocate his family to begin a new chapter.

After the move, Chris worked alongside his wife in their family dental practice, gaining hands-on dental knowledge under the guidance of his in-laws, who were the practicing dentists. A few years later, his entrepreneurial instincts reignited. Chris began developing business management systems specifically for the dental industry. His ability to "get to the root of a problem" helped dental practitioners and their teams across North America implement lasting, meaningful improvements.

Around the same time, Chris began a new career as a trainer for a national dental software company. He logged thousands of hours teaching offices how to create more efficient, prosperous work environments. Recognizing his natural sales talent, the company promoted him to regional sales and eventually to national account manager. A lifelong learner, Chris immersed himself in the study of sales, attending seminars, engaging in private coaching, joining masterminds, and building an extensive resource library. The results spoke for themselves: over his final decade with the company, Chris maintained a close ratio exceeding 80%.

The success of his sales strategies and business management systems led to increasing demand for Chris as a speaker. He began conducting seminars and workshops across North America on business culture, relationships, and personal development with a focus on elevating the overall office environment. His popular topics include "Waking Up on the Wrong Side of the Bed?" and "Elements for a Great Office Meeting."

Chris continues to develop new programs inspired by his passion for living life with contagious enthusiasm, such as "After Me, You Come First" and "Happiness Is in the Details." His presentations help teams create positive, productive environments that translate into a true "five-star" client experience.

In 2022, Chris joined the board of the Build Your Smile Dental Foundation, offering strategic insight and direction for the organization's infrastructure and growth. In August 2024, he was appointed Executive Director, overseeing ongoing and future initiatives, including the annual outreach to Uganda, fundraising programs, and volunteer and donor engagement campaigns.

Chris's entrepreneurial, executive, and sales experience all contribute to the depth and richness of his presentations. His broad expertise allows him to create meaningful, engaging conversations with audiences. With his energetic style, humor, and unmistakable enthusiasm, Chris delivers learning experiences that audiences remember for years.

