



BEST SELLER PUBLISHING SPOTLIGHT

March 2025



Highlights...

Client Spotlight: Thomas Savard

Our Newest Authors!

Team Spotlight: Bob Harpole

Leadership Spotlight: Holly
Monter

Much, Much More!

Client Spotlight: Thomas Savard

Meet **Thomas Savard**, a visionary leader in product development and the author of *The Clarity Cascade*. With 25 years of experience in industries like aerospace and medical devices, Tom has mastered the art of unlocking hidden value and accelerating innovation. Discover how his groundbreaking clarity mindset is transforming organizations and multiplying ROI in our **Client Spotlight!** (contd on Pg 3)



Thomas



Bob

Team Spotlight: Bob Harpole

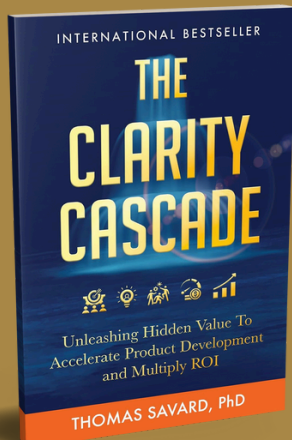
Every great company thrives because of the people who bring its mission to life. At BSP, Robert Harpole is a cornerstone of our success, ensuring seamless operations and empowering authors to share their stories. Meet **Bob**—a leader whose dedication, strategic mind, and passion for problem-solving shape our team's growth. Let's dive into the story of the man behind the magic. (contd on Pg 4)

2025 Book Highlights

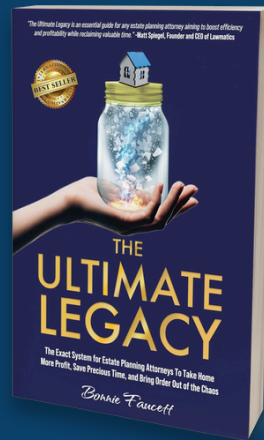
This month, we're spotlighting four outstanding bestsellers! Celebrate their success and discover what makes them must-reads—check them out today!



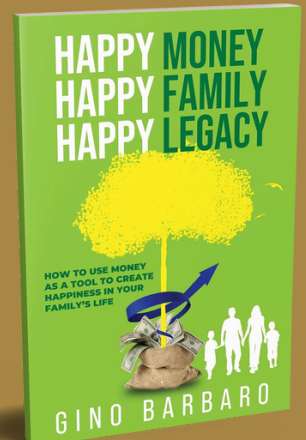
Think aging means decline? Think again! In ***Aging Culprits!***, **Eileen Kopsaftis** busts 12 common myths and shares science-backed strategies to help you stay strong, mobile, and vibrant at any age.



Struggling with slow product development and missed ROI targets? In ***The Clarity Cascade***, **Thomas Savard** reveals a leadership framework to unlock hidden value, optimize workflows, and accelerate innovation for lasting success.



Struggling to balance your estate planning law firm with your personal life? In ***The Ultimate Legacy***, **Bonnie Faucett** provides a proven system to streamline processes, attract clients, and reclaim your time.



Want to build a happier financial future for your family? In ***Happy Money Happy Family Happy Legacy***, **Gino Barbaro** reveals how to align finances with values, create lasting wealth, and pass down wisdom for a thriving, harmonious family legacy.



Client Spotlight: Thomas Savard

At the forefront of product development and innovation, **Dr. Thomas Savard** has spent over 25 years helping organizations across the medical, aerospace, automotive, and telecommunications industries accelerate growth and maximize profitability. With a Ph.D. in Physics from Duke University and numerous patents to his name, Tom has made a lasting impact on global companies by streamlining processes, improving return on investment, and driving cutting-edge innovations.

As the President and Founder of The Innovation Doctors, Tom has held high-profile R&D executive positions at Medtronic, St. Jude Medical, Smiths Medical, Honeywell International, and Transition Networks. His work has led to remarkable achievements, including tripling engineering productivity, increasing market interest for insulin pump products by 75%, and reducing inertial sensor system costs from over \$4,000 to under \$40. His expertise spans a wide range of technologies, from bioprosthetic implants and vascular access devices to telecommunications and optical systems.

Beyond his corporate leadership, Tom is an acclaimed author and thought leader. His book, ***The Clarity Cascade: Unleashing Hidden Value to Accelerate Product Development and Multiply ROI***, introduces a transformative leadership framework designed to help businesses optimize workflows and accelerate product launches. Drawing on his extensive experience, Tom outlines five key principles that help organizations establish a clear purpose, break free from traditional constraints, and embrace innovation to achieve breakthrough results.

Through the clarity mindset, Tom has helped companies slash development cycles by 75% and achieve exponential improvements in ROI. His approach is not a one-size-fits-all solution but a scalable framework that aligns teams, eliminates bottlenecks, and fosters innovation. By applying his strategies, businesses can overcome common inefficiencies and unlock hidden value within their operations.

When he's not revolutionizing product development, Tom enjoys hiking, photography, and playing the saxophone. He resides in Minnesota with his wife, Lynda, and their three college-aged children, along with their energetic Labrador, Duke.

Dr. Thomas Savard's contributions continue to shape the future of product innovation, making him a standout leader in the field. His insights and methodologies provide invaluable guidance for any organization looking to accelerate success and multiply returns.





Team Spotlight: Bob Harpole

At **BSP**, we have an incredible team of passionate individuals who bring our mission to life every day. **Robert Harpole** is one of the foundational pillars that makes this company strong—a man of many talents, a heart for service, and a mind that turns complexity into clarity. Let's dive into the story of the man who keeps the trains running on time, helps authors find their voices, and makes BSP a powerhouse of success.

Bob, or as his siblings still call him, *Bobby Jess*, is the glue that holds operations together at BSP. As the **Manager of Operations**, he ensures that projects move forward seamlessly, clients receive top-tier service, and the team works like a well-oiled machine. But his role doesn't stop there—he also plays a pivotal part in client strategy, helping authors refine their marketing angles, target audiences, and messaging to bring their books to life.

Beyond that, Bob is a **problem-solver extraordinaire**. If a challenge arises, he jumps in, troubleshooting, guiding, and ensuring that no project is left behind. His superpower? He listens deeply and distills complex ideas into simple, compelling narratives—a skill he has refined over years of experience.

Bob's connection with BSP runs deep. He first joined the company over a decade ago, spent some time in sales, and then took a detour into the HVAC industry before being recruited back by his longtime friend, **Rob Kosberg**. Their friendship spans over 30 years, beginning in ministry and evolving into a dynamic business partnership. Bob credits Rob's vision and faith as a source of inspiration, particularly when BSP faced the challenge of transitioning to a fully remote company during the COVID-19 pandemic—a transformation Bob spearheaded with remarkable success.

For Bob, the most rewarding part of his job is helping clients uncover their genius. He thrives on guiding experts to articulate their unique value in a way that resonates with the marketplace. But his impact isn't just external—he also takes pride in seeing his team succeed, grow, and achieve financial stability.

His approach to challenges is built on a simple yet powerful philosophy: ***"To every problem, there is a solution."*** He tackles issues with a mindset of possibility, never letting obstacles deter him.

His personal framework for resolving conflicts—**Relate, Reframe, Refresh**—ensures that problems are met with understanding, new perspectives, and actionable solutions.

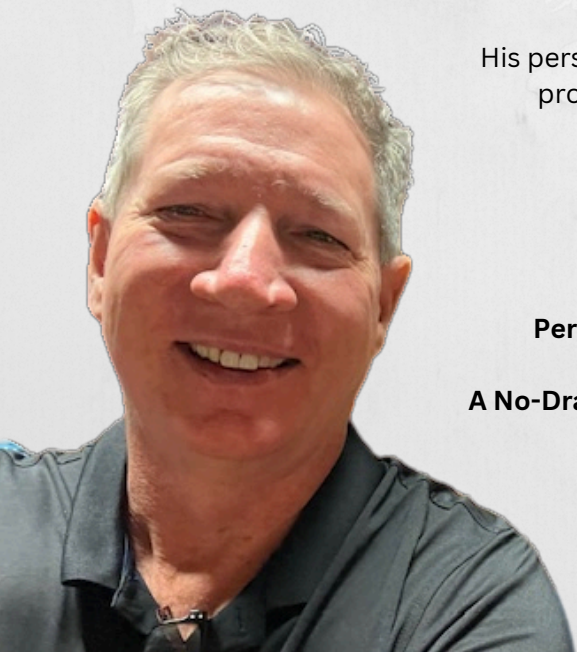
When asked about the three skills essential for his role, Bob emphasized:

Flexibility – No two days are the same, and adaptability is key.

Perseverance – Success comes from pushing forward, even in the face of setbacks.

A No-Drama Policy – Staying solution-oriented and avoiding unnecessary distractions is crucial.

Outside of work, Bob is an avid golfer and a strategic chess player—hobbies that mirror his analytical and patient approach to business.





Team Spotlight: Bob Harpole

But his greatest passion? **His wife**. As empty nesters, Bob and his wife have embraced this new chapter of their lives, savoring their time together through shared meals, laughter, and deep conversations.

When asked to describe himself in three words, Bob chose: **Loyal, Relationship-Centered, and Family-Oriented**

It's no surprise—whether in work or personal life, Bob values authentic connections, integrity, and commitment.

Bob lives by core values that guide his every decision:

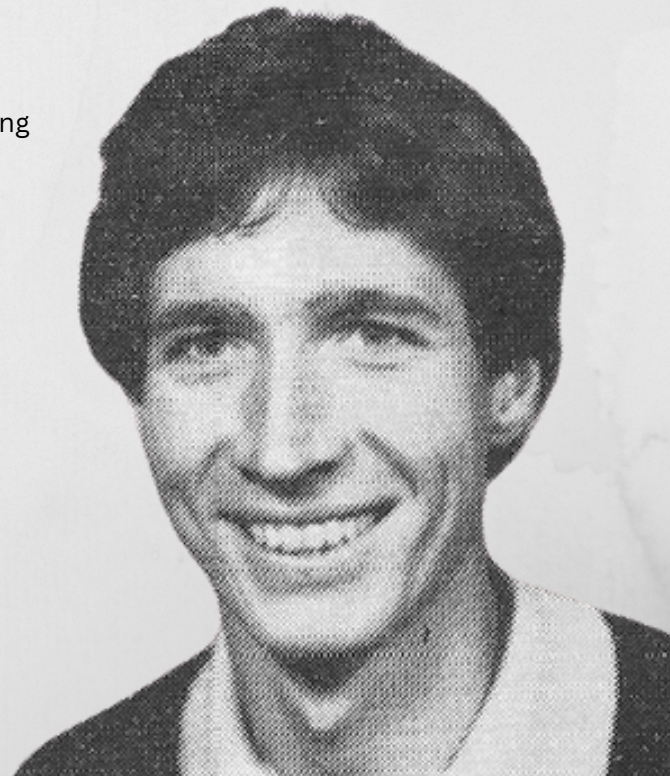
- **Integrity** – Always doing the right thing, no matter what.
- **Compassion** – Understanding and empathizing with others.
- **Hard Work** – Finding fulfillment in meaningful effort.

But even someone as accomplished as Bob still seeks growth. His personal goal? To prioritize his physical health more. In his words, ***“We’re built to work, but we also need to take care of ourselves.”***

Bob Harpole is more than just a leader at BSP—he’s a mentor, a strategist, and a problem-solving powerhouse who genuinely cares about the people he works with. His ability to simplify complexities, guide others to success, and create a culture of excellence is what makes him an indispensable part of our team.

So, next time you’re navigating a challenge, take a page from Bob’s book: Stay flexible, focus on solutions, and never underestimate the power of relationships.


Thank you, Bob, for all that you do—know that you are positively impacting our lives in so many ways!





Team Spotlight: Bob Harpole

Quick Personal Insights

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- 1.If you could live in any historical era for a week, which one would it be? ***The mid-18th century in Central Europe, around the time of the great composers of classical music.***
 - 2.If you could swap lives with someone for a day, who would it be? ***Young Tiger Woods***
 - 3.What's a quote or saying you live by? ***To every problem, there is a solution.***
 - 4.What's the best gift you've ever received? ***I got a Superman outfit when I was six years old for Christmas.***
 - 5.Be stuck in traffic or lose internet for a day? ***Be stuck in traffic***
 - 6.What does success mean to you? ***Happiness for myself and those that I love.***
 - 7.What instantly puts you in a bad mood? ***Things being out of place.***
 - 8.The craziest thing you did for a friend? ***I don't think that's allowed to be talked about in a session like this. That's a secret.***
 - 9.Do you believe in fate or free will? ***Free will***
 - 10.If you had to live in one place forever, where would it be? ***San Diego, California***
 - 11.How do you handle criticism? ***As an opportunity to grow***
 - 12.What's your guilty pleasure? ***Chess. Online chess.***
 - 13.What's one thing you'd refuse to do? ***Stop eating. I'd refuse to stop eating.***
 - 14.What's your biggest fear? ***Getting sick long-term***
 - 15.What's a skill you wish you had? ***Singing. I wish I could sing.***
 - 16.Time travel: visit the past or the future? ***Probably the past***
 - 17.Be invisible for a day or read minds for a day? ***Read minds for a day***
 - 18.If your life were a book, what would its title be? ***I Wouldn't Get My Hopes Up If I Were You***
 - 19.What's your signature dance move? ***I don't have one***
 - 20.What is your message to young Bob? ***Buy Google. Or buy Bitcoin.***

2025 Book Highlights



Aging Culprits!

Aging doesn't have to mean decline! In ***Aging Culprits! 12 Myths That Sabotage Your Future and Steal Your Joy***, Eileen Kopsaftis shatters common misconceptions about aging and provides scientifically proven strategies to maintain strength, mobility, and vitality. With practical advice and free bonus resources, this book is your guide to aging with confidence, health, and joy.

Eileen Kopsaftis is a passionate advocate for lifelong well-being. A physical therapist with over 1,800 hours of specialized training, she has dedicated her career to helping people eliminate pain, restore health, and move without limitations. She leads the *Move Without Pain Program* and speaks internationally on health and longevity.

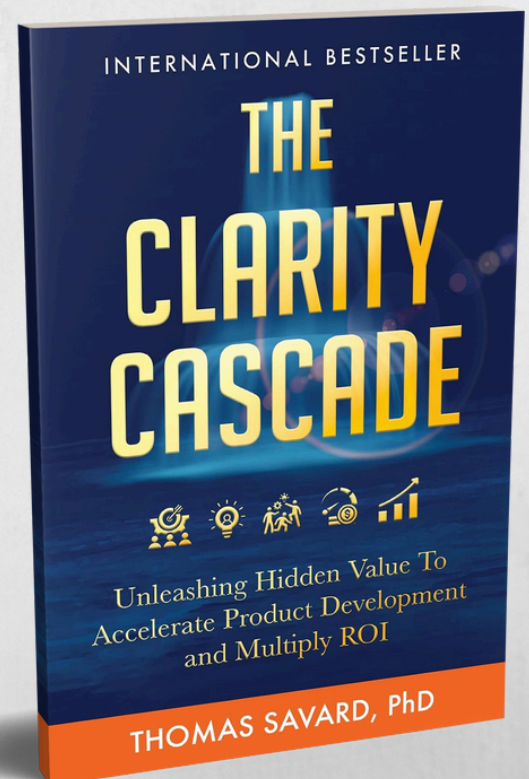
Eileen's expertise isn't just theoretical—she's worked with centenarians who defy aging myths, remaining active, independent, and even dancing well past 100! Her book provides real-life stories and practical tools, proving that aging with strength and joy isn't just possible—it's achievable. Want to age better and enjoy life to the fullest? *Aging Culprits!* is your roadmap to a vibrant, empowered future!

The Clarity Cascade

Struggling with slow product development, inefficiencies, and missed ROI targets? ***The Clarity Cascade*** reveals a leadership framework that unlocks hidden value within product teams. By adopting the clarity mindset, leaders can optimize workflows, accelerate innovation, and enhance returns. Filled with real-world examples, this book transforms how organizations deliver value.

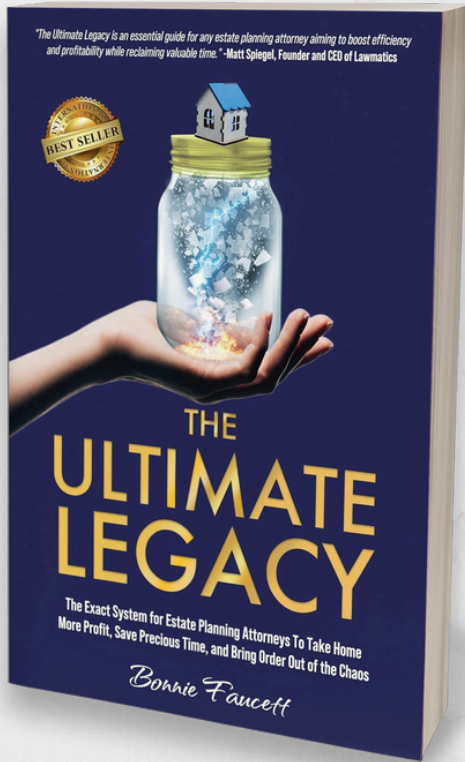
Thomas Savard has dedicated 25 years to driving revenue growth and innovation across the medical, aerospace, and telecommunications industries. He holds a PhD in Physics from Duke University, has multiple patents, has lectured alongside Nobel Prize winners, and is passionate about maximizing ROI through clarity. He resides in Minnesota with his wife and three children.

Tom's leadership principles have enabled organizations to reduce development cycles by up to 75% while doubling or tripling ROI. When he isn't transforming businesses, he enjoys hiking, playing the saxophone, and spending time with his dock-jumping Labrador, Duke. His book introduces a mindset that fosters lasting organizational success. Ready to streamline product development and multiply your ROI? Discover the power of clarity today!



2025 Book Highlights

The Ultimate Legacy



Running an estate planning law firm doesn't have to mean sacrificing your time and personal life. **The Ultimate Legacy** provides estate planning attorneys with a proven system to streamline processes, attract more clients, and increase profits—all while reclaiming precious time. Discover expert strategies, templates, and resources to bring order to the chaos.

Bonnie Faucett is the founder and CEO of Legacy System, the top program for estate planning attorneys looking to refine their processes. A former estate planning attorney, Army wife, and mom of seven, Bonnie has built and sold multiple businesses. She has helped over 650 attorneys save an average of 59 hours per month.

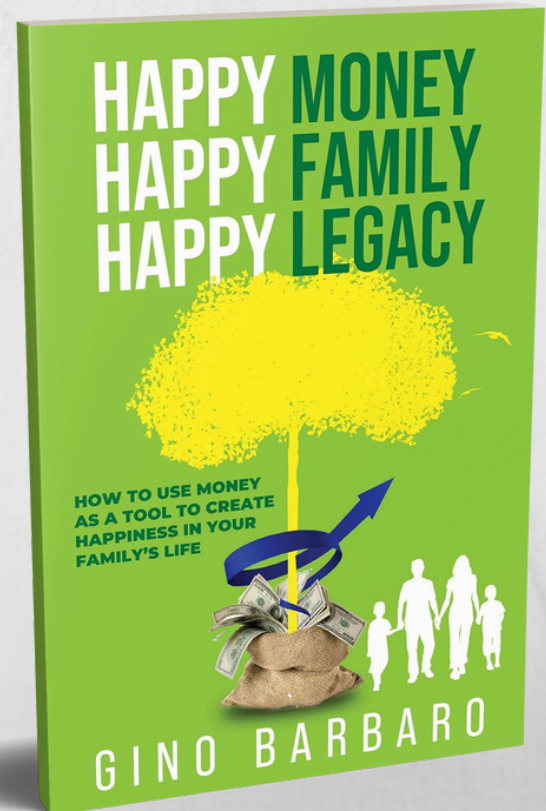
Bonnie transitioned from full-time law to empowering attorneys with systems that work. Her students see dramatic improvements, from doubling revenue to gaining back family time. Beyond business, Bonnie's life is an adventure—balancing entrepreneurship, military life, and raising a big, joyful family.

Happy Money Happy Family Happy Legacy

Money isn't everything—but when used wisely, it can be a powerful tool for creating happiness and building a lasting legacy. **Happy Money Happy Family Happy Legacy** teaches families how to reshape their relationship with money, align their financial goals with their values, and pass down wisdom that extends beyond wealth.

Gino Barbaro is a real estate investor, entrepreneur, and best-selling author. As co-founder of Jake & Gino, he has helped countless people achieve financial success. A Certified Professional Coach, he combines business strategy with personal growth to empower families. Gino lives in St. Augustine, Florida, with his wife Julia and their six children.

Gino believes money is more than just a financial asset—it's a tool for creating family harmony and a legacy of happiness. His book introduces the concept of "Baby Money Soldiers," a unique and engaging way to teach kids about money management, ensuring future generations thrive financially and personally. Want to build a happier financial future for your family? This book shows you how!



PR Spotlight

Melanie Balestra



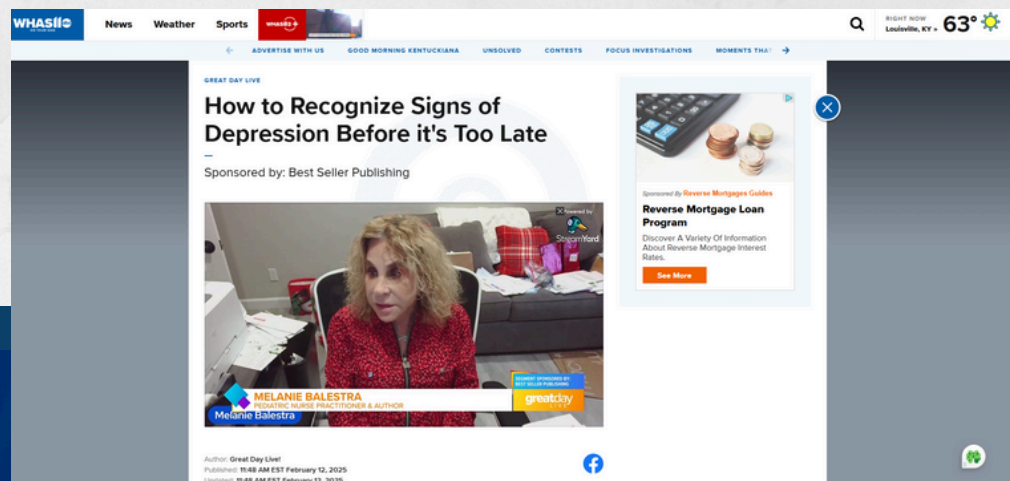
Melanie Balestra, NP, Esq., has spent 45 years as a Pediatric Nurse Practitioner and 23 years as an attorney, dedicated to advocating for children's well-being. As a mother of two, she faced a devastating reality when her youngest daughter showed early signs of mental distress at age three—only to have her concerns dismissed by medical professionals. Despite her expertise, she struggled to find the right support, an experience that profoundly shaped her mission.

Her international bestseller, ***Suicide: A Mother's Journey Through Her Daughter's Pain***, offers a deeply personal look at her daughter's struggles through the lens of discovered diaries. The book sheds light on family dynamics,

the importance of early intervention, and how parents can become the best advocates for their children. It also provides guidance on coping with loss and finding a path forward.

Melanie's work has sparked important conversations about children's mental health, leading to interviews in major media outlets. Through her advocacy, she continues to raise awareness, offering parents the tools and knowledge to recognize warning signs and seek effective support.

Her TV interview on WHAS11-TV



Friday Jan 31, 2025

Breaking the Silence: A Mother's Journey to Uncover Mental Health...



eHealthRadioNetwork.com @eHealthRadio

Her Radio interview on EHealthRadio



Leadership Spotlight

by **Holly Monter**

Overcoming Obstacles: Finding Strength in Faith and Perseverance

Life is full of challenges, and sometimes, we find ourselves in the darkest places, unsure if we'll ever find our way back. I know this because I've been there.

In 2015, I faced the most difficult time of my life. I was diagnosed with a severe form of depression that consumed me completely. My anger tolerance disappeared, and I became a person I no longer recognized. I hurt myself, I pushed people away, even those who truly cared for me. Friends drifted, and I felt lost, trapped inside a body that no longer felt like my own.

My family, however, never gave up on me. They stood by my side, seeking every possible way to help me heal. I went to psychiatrists, spoke with priests, tried alternative healing, took medications, attended therapy, and joined spiritual retreats. Healing was slow—painfully slow—but through each step, I discovered something powerful: The only person who could truly heal me was **me**, and the only way I could do that was by surrendering everything to **God**.

I stopped asking, "Why me?" and instead started saying, "**I trust You, Lord.**" I forgave myself and those who had hurt me. I let go of the resentment that chained me to my past. I embraced a new version of myself, one who no longer feared emotions but understood them, processed them, and expressed them.

"The Lord is near to the brokenhearted and saves the crushed in spirit" – Psalm 34:18

It took me a full year to overcome that darkness, and when I finally emerged, I knew I had changed. I became more open and more willing to share my thoughts and feelings. I learned that it's okay not to be okay and that challenges are not failures but stepping stones to something greater. Above all, I trained myself to always look for the silver lining in every situation.

I'm crying while crafting this article because I can still remember the pain, the struggle, and the nights when I thought I wouldn't make it. But more than that, I cry because I am proud—I **am proud to be a survivor**.

Last 2022, I entered BSP—a completely new world for me. I had zero experience in this field, and I was terrified that I wouldn't be good enough. But then came **Bob**, a man I now believe was an angel sent by God. From our very first conversation, he showed me kindness, guidance, and trust. He believed in me before I even believed in myself.

And that's when I realized something profound: **If I had the strength to overcome the darkest battle of my life in 2015, how could I not believe in myself now?**

Many people give up when faced with overwhelming struggles. Some lose hope entirely. But I survived. And because of that, I knew I could rise again, learn new things, and grow in ways I never imagined.

So, to anyone who feels lost, drowning in pain, or unsure of their worth—**please ask for help**. Do not be afraid to reach out. Know that you are not alone. **Forgive. Believe. Keep going.**

Because even in the darkest night, the sun always rises again.

Holly



March Upcoming Events

As we have stepped into March, there's plenty to look forward to! From birthdays to concerts and even some sports madness, here's what's happening this month:



A Night of Music- Album Release Concert



Matt's parents are releasing their second album, and they're hosting a special concert featuring singer-songwriters from their nonprofit. Matt will also take the stage with one of his oldest guitar friends—an unforgettable night of music and magic!



Jemrick's Special Day



Let's come together to celebrate Jemrick's special day. Wishing him joy and happiness on this occasion.



NCAA March Madness Basketball Tournament



The NCAA Division I men's basketball tournament, known as March Madness, kicks off on March 18 and concludes with the championship game on April 7 at the Alamodome in San Antonio, Texas. This annual event is a highlight in the U.S. sports calendar, offering thrilling basketball action.



Holly's Grandmother Turns 93



Let's extend our warmest wishes to Holly's grandmother as she celebrates her 93rd birthday. May her day be filled with love and joy.

Let's make March a month to remember! Stay tuned for more exciting updates.

