

Joseph W. Valerio

Joe is the Managing Director for the Wells Fargo Insurance Services Philadelphia office. He is responsible for the overall growth, leadership and implementation of Wells Fargo's strategic goals and objectives for the Philadelphia area.

Before joining Wells Fargo, Valerio spent ten years with two of the world's largest insurance brokerages, where most recently he was in a service leadership and management role in the Northeast region. In this role he was responsible for the development and implementation of a nationally consistent service platform that integrated sales, client service, and marketing. He oversaw all operational aspects for the Northeast region's nine offices in the New England, New Jersey, Pennsylvania, Delaware, Baltimore and Washington D.C. areas. Joe has also held various including Account Executive, Marketing Manager, and Chief Operating Officer.

As the founder of Gridiron Concepts, Ltd., Joe serves as a motivational speaker and organizational consultant to a variety of companies, emphasizing individual and team development. Joe has worked with numerous business and adult groups and has spoken to over 150 elementary, middle, and high schools on a variety topics including drug awareness, sportsmanship, and the importance of education.

As an integral part of one of the NFL's most successful teams in the 90's, Joe learned that it takes more than talent to play at the professional level and contribute to a winning team. When he retired from the NFL and joined the "real world," Joe drew from his football experiences to improve performance and team dynamics in his new work environment.

Joe's program, Lessons from the Gridiron, provides "playbook" strategies for creating effective team players, building great teams, and beating the competition. You can find out more about Joe's keynote speeches, teambuilding seminars, and in-depth workplace consulting by visiting www.Gridironconcepts.com

Prior to joining the insurance industry, he had a six-year career with the NFL's Kansas City Chiefs, Joe started at every position on the offensive line, including tight end. As an offensive lineman he caught an NFL-record four touchdown passes, three from the legendary Joe Montana.

He held an active role in the Kansas City community and in 1995, he was nominated for NFL Man of the Year for outstanding community service.

He also spent several years as a television sports anchor for Kansas City's ABC affiliate, KMBC Channel 9. He also hosted a weekly two-hour post-game talk show for radio station KCFX 101.1 FM.

He is a Masters Degree candidate in Organizational Dynamics at the University of Pennsylvania, and earned an undergraduate economics degree from the University of Pennsylvania. As a football player at Penn he earned All-America first team honors and was elected the team captain. In 2006, he was inducted into the University of Pennsylvania Athletic Hall of Fame.

In the Philadelphia area, he works closely with local youth groups coaching basketball and lacrosse. He is also an assistant football coach with Garnet Valley High School, which most recently won the 2008 Central League title and made a successful playoff run in AAAA. In 2007 Garnet Valley won the Pennsylvania AAA Eastern State Championship. He is the Board Chair of the Southeastern Pennsylvania Chapter of the March of Dimes Board of Directors. For the March of Dimes, his wife and triplet daughters are a longtime Ambassador Family and he has also served on the Executive Committee of the local chapter as the Communications Chair. Joe was a founding member of the Ridley Educational Foundation, serving as Vice President for four years. He has spent time as the Vice President of the Philadelphia Chapter of the National Football League Retired Players Association.