



Russell H. Granger

May 13, 1935 - May 16, 2013

Russell H. Granger, whose personal development books and programs transformed thousands of lives and businesses, died on Thursday in Easton, MD, following a brief battle with melanoma. He was 78.

Personal and business success were the topics that inspired Mr. Granger throughout his life, and he turned those passions into books, articles, speaking engagements, and a series of highly successful corporate training programs that served as the industry standard for the world's largest insurance and financial services companies for the better part of 25 years. The PRISMS series of sales, marketing, and customer service skills programs were known to generations of insurance industry professionals in over 36 countries. Mr. Granger also developed the Core Skills Network program, which formed the basis of the educational curriculum at AT&T's University of Sales Excellence. He was the author of several best-selling books, including the 2008 Macmillan publication, "The 7 Triggers to Yes," a groundbreaking examination of how primal emotions influence human decision-making, as evidenced by recent advances in live brain imaging.

Russell Herbert Granger was born on May 13, 1935 in Valley Stream, NY, where he attended Valley Stream Central High School. He was awarded a scholarship to Lafayette College, where he graduated with a degree in psychology. An avid skier, skydiver, and boating enthusiast, Mr. Granger and

his wife, the former Janet D'Agostino of Franklin Square, NY, embraced the life and culture of Maryland's Eastern Shore at their waterfront home at Pincer Point in Royal Oak. In addition to his wife, Mr. Granger is also survived by his son, Russell of Brooklyn, NY; his daughter, Jacqueline (Mike landolo) of Andover, MA; his brother, Robert of Riverhead, NY; and his sister, Carol Mayers of Marietta, GA.

The family requests that those wishing to express their condolences make a donation to the palliative care unit at Memorial Hospital in Easton.

Contributions may be made payable to The Memorial Hospital Foundation Palliative Fund, P.O. Box 1846, Easton, MD, 21601.

Tribute Wall



“ *Russell H. Granger*

October 26, 2023 at 06:42 PM



“ *Russell H. Granger*

January 28, 2023 at 12:44 PM



“ *Russell H. Granger*

January 28, 2023 at 08:03 AM

“ Russ and I met back in the mid 60’s when our families were obliged to rent temporary housing in Mountain Lakes, New Jersey awaiting completion of our new homes under construction in Parsippany. We immediately became close friends, but that was easy. Russ was just someone who could make anyone feel comfortable in his presence. We shared many a fine moment and were able to ultimately laugh about the few bad business ventures we embarked upon together.

As our careers progressed we remained close. In his case within the insurance industry, then going out on his own, then buying out his partners, temporarily trying his hand at home building, and finally having the training business all to himself. He was an incredibly creative person but also a highly disciplined one. His research, which led to authoring the 7 Triggers of Yes, was truly ground breaking. But then he always made a point of researching any question of importance. Many years ago when he learned he had prostate cancer, he found a doctor at Columbia Presbyterian Hospital in New York who led all other doctors in successful prostate operations and then used some of the techniques later incorporated in the 7 Triggers to get the doctor to accept him as a patient.

Russ was a born salesman and his enthusiasm was infectious to all with whom he came in contact. And I say that from a professional as well as personal viewpoint as Russ conducted many sales training programs that were eagerly received by our employees.

It is difficult to accept that his booming radio announcer voice will not be heard again, that we will never engage in deep discussions about a new creative work, or experience his enjoyment of cooking, whether it was eggs for breakfast or crabs for dinner. What remains are the memories of the times we had together—Russ, Janet and my wife Leslie— and they are good.

But it is time to say goodbye.

Goodbye, my friend.

Bob Miller, 5-29-13

Bob Mikler - May 29, 2013 at 04:29 PM

TR

“ 3 files added to the album *Jersey Shore*



Tristan - May 25, 2013 at 10:45 AM

TR

“ 5 files added to the album *Honolulu*



Tristan - May 25, 2013 at 10:35 AM

JS

“ Russ was a dear friend for some 66 years -- if my math is right. We played basketball and baseball together, played in the band together, were in theatrical productions together, skied together, played golf together, shared business ideas together. In high school, we "simonized" cars together for cash for dates. He has been a brother and very special to me. My profound condolences and love go to Janet and the family'

Lots of love,

Joe (and Jane) Stevenson

Joe and Jane Stevenson - May 23, 2013 at 10:18 AM

KB

“ Dear Janet,
I am so very sorry to hear of the passing of Russell. Please accept my sincere sympathy at your loss. I remember him so well from our class of '53 at Central High. You will be in my thoughts and prayers.
Sincerely,
Kathy (Taussig) Bartone

Kathleen Bartone - May 22, 2013 at 09:28 PM

 Laura
Carlo

“ 1 file added to the tribute wall



Laura Carlo - May 22, 2013 at 04:03 PM

Russell
Granger

“ 13 files added to the album Russell H. Granger



Russell Granger - May 22, 2013 at 07:02 AM

MB

It doesn't get any better than having a friend like Russ. For more than 65 years(since 7th grade in Jr HS)we had been loyal and caring friends.

*His zest for life was infectious.He bought out the best in all who knew him.Kind,loving,generous... he was epitome of "The Good Man"
My deepest love and sympathy to Janet,Jackie and Russell. He loved more than you will ever know.*

*Mar(Mary Ellen Carry Van Buskirk)
Peoria,IL*

mary ellen van buskirk - May 22, 2013 at 07:58 AM

LM

Dear Janet,I am very sad to hear the news of Russ passing away.Although we are not in touch, I just wanted to tell you that you are in my thoughts and prayers.My sympathy to your children.

Laurel Maginsky - May 28, 2013 at 02:42 PM

DT

“ Dawn Turner lit a candle in memory of Russell H. Granger



Dawn Turner - May 21, 2013 at 09:15 AM

MG


“ I will always remember Russ for his zest for life and can-do attitude. We shared a hallway between our offices for over 5 years and in that time he was always kind and generous to me. He shared his storage space with me and my associate with no thought of remuneration. He was ready with a jolly "good morning!" when we happened to arrive at the same time. I always saw him as a great problem-solver and helper. I was honored to have known him over this period of time. My deepest sympathies go out to Janet and his children.

Melissa Grimes-Guy - May 19, 2013 at 12:11 PM

RH

Big Russ was profoundly generous, perpetually vivacious and unimpeachably honorable. Though his race is run his spirit and works will ripple out infinitely.

Ron Herczig - May 20, 2013 at 09:45 AM

 Russell Granger

“ 1 file added to the album Russell H. Granger



Russell Granger - May 17, 2013 at 02:29 PM