



General Introduction / BIO For Dr. Jeffrey Magee – CBE, CSP, CMC, PDM

... has been called one of today's leading "**Leadership & Marketing Strategists.**" Today, under Jeffrey Magee, LLC, Magee works with C-Suite, Business Leaders, Military Generals & CEO2CEO Peer Groups across America.

Jeff is the Author of more than 20 books, three college graduate management text books, four best sellers, and is the Publisher of *PERFORMANCE/P360 Magazine* (www.ProfessionalPerformanceMagazine.com), former Co-Host of the national business entrepreneur program on Catalyst Business Radio (<http://www.catalystbusinessradio.com/index.php>), and a Human Capital Developer for more than twenty years with www.JeffreyMagee.com.

Professional Credentials:

Magee is committed to professional excellence for you his client and his on-going certification credentials are significant. Along with advanced degrees, he is a *Certified Board Executive (CBE)*, *Certified Speaking Professional (CSP)*, a *Certified Management Consultant (CMC)*, and a *Certified Professional Direct Marketer (PDM)*.

Experience:

Dr. Jeffrey Magee brings over two decades of Executive and Corporate Development expertise, with the last decade working in both the start-up to mature-growth market business sector and with differing State National Guard Adjutant Generals across America. Jeff has and does maintain long term clients working with Association and Organizations at the Board level and across the C-Suite. Beyond this, the importance of working with an organizations entire Human Capital platform from on-boarding, integration, and sustained engagement is critical for an organizations health blue-print. Jeff works with organizations (profit and not-for-profit, private and public sector) in the multi-million dollar earnings market through to six-billion dollar earnings market.

Understanding the reality of hard work ethics and drive from an early age, raised on a farm, Jeff started his first business at age 15 and sold it before going to college. By age 24, he was recognized by American Home Products a Fortune 500 company as its top salesman in the nation, while at the same time becoming the youngest certified sales instructor for the **Dale Carnegie Sales Course**. After experiencing downsizing in 1987, he went on to work as a sales associate for the nation's largest educational and youth advertising/marketing firm, Target Marketing, and was promoted to Vice President of Sales and Chief Operating Officer within two years.

Recognitions:

He has been recognized as one of the "**Ten Outstanding Young Americans**" (TOYA) by the U.S. Junior Chamber of Commerce, and twice selected to represent the United States at the World Congress as a Leadership Speaker (Cannes, France and Vienna, Austria). A three-term President of the Oklahoma Speakers Association and twice awarded their

Professional Speaker Member of the Year, today, the Chapter's outstanding member of the year is awarded the "*Jeff Magee Member of the Year Award*." Jeff served for four years as an appointed Civil Service Commissioner (Judge) for the City/County of Tulsa Oklahoma, before relocating to Montana.

Work History/Today:

Today, Magee is the author of the nationally syndicated "Managerial-Leadership" column targeted towards business owners and the C-Suite that you may have seen in your local business newspaper and serves as the publisher of ***Professional Performance Magazine/PERFORMANCE360*** – a Quarterly success achievement publication with editorial contributions for the World's leading personalities.

Jeff is the author of more than 20 leadership, performance, and sells books that have been transcribed into multiple languages including four best-sellers. In fact, his text, ***Yield Management*** has been a #1 selling graduate management school textbook with *CRC Press*, while ***The Sales Training Handbook*** by *McGraw-Hill* was an instant best seller and has been transcribed into more than 20 languages. While his newest books ***it!*** and ***Your Trajectory Code*** released January 2015 by *John Wiley*, the world's largest trade book publisher, are best-sellers. ***The Managerial-Leadership Bible, Revised Edition*** his fourth college text book released also in 2015 by PEARSON EDUCATION, the world's largest academic text book publisher is changing how people look at human capital development and engagement!

His signature managerial-leadership engagement development series ***THE LEADERSHIP ACADEMY OF EXCELLENCE***[®] is utilized by many of the Fortune 100 firms, the ARMY National Guard, Federal Reserve, Farm Credit Banks, as well as Entrepreneurial business owners today at the C-Suite level and as an interactive engaged managerial-leadership effectiveness series with senior leaders. Understanding human capital performance and talent development, Jeff has a unique lens for revenue generation in everything he does and this is enhanced with his extensive sales training and coaching options for B2B and B2C utilization.

Recently, Magee was commissioned to design, train, and present a new series of national leadership and sales recruitment programs for more than the 5,000 professional sales recruiters and sales managers with the **U.S. Army National Guard**. For this he has subsequently received the prestigious **Commander's Coin of Excellence**. He also been invited to keynote at many major associations in America and at **West Point Military Academy** on leadership.

In 2010 while merging his business JEFF MAGEE INTERNATIONAL (Tulsa, OK) of 20 years with WesternCPE (Bozeman, MT), managing and developing a staff of more than 140 professionals, he steered a business from near financial collapse to significant profitability in a billion-dollar market segmentation. While expanding market opportunities, deliverables, and creating new revenue streams, Magee also created more than 2,000-hours of accredited CPE human capital professional development and leadership courseware.

Simultaneously Magee was recognized as **The U.S. Small Business Commerce Association (SBCA)** 2010 Best of Business Award in the Lecture bureau category. The SBCA Best of Business Award Program recognizes the best of small businesses throughout the country. Using consumer feedback and other research, the SBCA identifies companies that we believe have demonstrated what makes small businesses a vital part of the American economy. The selection committee chooses the award winners from nominees based off information taken from monthly surveys administered by the SBCA, a review of consumer rankings, and other consumer reports. Award winners are a valuable asset to their community and exemplify what makes small businesses great.

In 2011, Magee un-merged from WesternCPE to continue with his own firm ***JeffreyMagee.com*** (*Leadership Training & Technology/What You Need To Succeed!*), and has been a regular content provider to AICPA, WesternCPE, Boomer Consulting, iShade, CPELink, and many of the Fortune 500 Firms and Government Agencies, as well as appearing regularly at major conventions and conferences around the World. Twice invited to Keynote at the World Congress (Cannes, France and Vienna, Austria), Jeff is known to many as the "*thought leaders, thought leader*"!

With more than 2,000 hours of accredited CPE/CLE courseware and consulting deliverables for CPAs, EAs and Attorney's, Jeff has worked with and trained some of America's leading Subject-Matter-Experts (SMEs) within America's top consulting, accounting and legal organizations!

Over the past two decades leading training and development organizations such as Fred Pryor Seminars, SkillPath Seminars, CareerTrack Seminars, American Management Association, the Conference Board, AICPA, and Fortune 100 training enterprises have contracted with Magee to design courseware for them and provide train-the-trainer programs to equip others with his technologies to lead countless others to performance excellence around the World.

The *London Business Gazette* has hailed Jeff as "*An American Business Guru*." Recipient of the prestigious United States Junior Chamber of Commerce's "Ten Outstanding Young Americans" (TOYA) Award, former President George Bush and the

U.S. Army National Guard recognized him with the high honor of the “**Total Team Victory & Freedom Award.**” However, more important than Magee’s credentials and accomplishments, he is market proven and here today to serve you.

Below is a link ... **FORBES** Does Feature Article on Jeffrey Magee (Las Vegas, Nevada):

<http://www.forbes.com/sites/cherylsnappconner/2014/01/05/dr-jeff-magee-shift-happens-how-to-make-the-1-degree-calibrations-that-assure-your-success/>

And,

<http://www.forbes.com/sites/larrymyler/2012/09/21/the-next-generation-of-leadership-gurus-who-will-replace-stephen-r-covey-ken-blanchard-john-c-maxwell-and-tom-peters-when-theyre-gone/>

And,

<http://www.forbes.com/sites/cherylsnappconner/2014/09/19/the-core-presentation-skills-every-entrepreneur-and-executive-needs/>

WATCH MAGEE:

MD-CPA Society / The Thought Leader Summit / 12-Minute Power Tune-Up

https://www.youtube.com/watch?v=TO4THU_dR3Y

Large Arena/2K+ Audience/Business Entrepreneur Conference/ Opening Keynote 5X Annually

<https://www.youtube.com/watch?v=PW80TIKftac>

CEOSpace Interview

<https://www.youtube.com/watch?v=PSRUcl3Skml>

Performance Driven Selling/Seminars on Demand

<https://www.youtube.com/watch?v=YbG1xy9TlSc>

Promotional Magee Jeffreyagee.com/Accelerate your success today, right now ...

https://www.youtube.com/watch?v=ltQFGYJ_pFY

MD GUARD State NCO Leadership Conference -

<https://www.youtube.com/watch?v=XuvWSSEn32k>

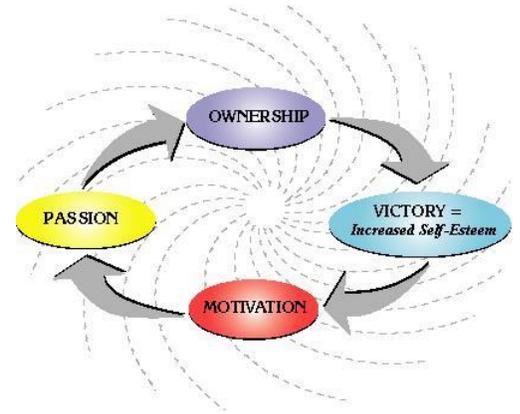
TO BOOK JEFF - Jeff can be scheduled for your next Conference, Convention, Retreat, and Consulting or for an On-Site high impact results driven development program by contacting: DrJeffSpeaks@aol.com or by calling 406-548-5385.





FUNDAMENTALS OF MANAGERIAL-LEADERSHIP EFFECTIVENESS & ORGANIZATIONAL PEAK PERFORMANCE

In this powerful program with Jeffrey Magee, participants will be shown how to directly influence the “Ownership Model” to get individuals and groups to assume significantly greater levels of ownership within specific areas of responsibility and the organization over -all. Participants will gain a clear understanding on the six strategic and tactical aspects of what it "really" takes to be considered one of the best businesses in the industry and how easily it can all implode.

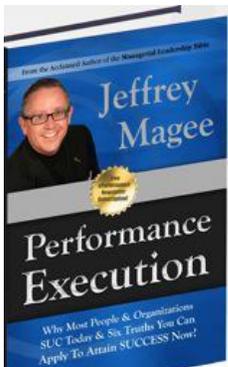


YOUR AUDIENCE WILL LEAVE THIS PROGRAM ABLE TO:

- Engage others and attain a higher level of VICTORY for everyone
- Increase MOTIVATION within everyone on the team
- Leverage contagious levels of PASSION from others
- Assume ownership of activities and gain a sense of need from all

CUSTOMIZED FOR THE RESULTS YOU WANT

Dr. Magee’s presentation includes an in-depth pre-event conference call, hands on customer service, a multi-page workbook, and ready-to-use tools for immediate take-home application.



Ask us how we can incorporate Jeff’s best selling book into your speaking engagement!

RESULT-DRIVEN ASSESSMENT TOOLS:

- Evaluate the champions mindset and the impact your approach in managing others and themselves to greatness, guiding you toward your *X-Factor®*
- Analyze yourself and others for needed competencies to accelerate personal growth and development with the *Player Capability Index © Model*
- Identify, design, and apply the *Five Internal Mission Statements®* to your organization for consistent collaborative decision-making
- Apply the *5-Step Coaching Communication®* engagement model to increase your ability to quickly and meaningfully connect with others
- Increase your effectiveness in leading other to greatness with the *Managerial-Leadership Engagement L-Grid®*

e-Mail our office today to check Jeff’s speaking availability:

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www.JeffreyMagee.com



Our **PERFORMANCE DRIVEN SELLING™ Series** provides a strategic and tactical approach to professional development and sustainment success for those in business development, account management, and front-line selling positions of organizations. Each is detailed below in an ideal delivery situation and each can be modified to meet your needs (KEYNOTE/TRAINING/ON-LINE LEARNING/COACHING):

1. **PERFORMANCE DRIVEN SELLING BOOTCAMP-I**

Our premier and base-line program, understanding and applying the fundamentals of selling effectiveness. The target audience is everyone connected to the selling organizations team, whether that is from the inside or outside business account development/selling professionals position, to include managerial-leadership and support personnel; This is ideally a two-day session with day-one focused on strategic and day-two on tactical aspects of selling; This is highly client specific with more than three-decades of specific best practice action plans; Unlike most all other professional development selling programs, this deliverable also provides post-session weekly professional development touch-points, virtual on-line learning platform of skill development self-study, CD/DVD and books ... *A stand-alone information program over-view of each days learning modules is available upon request.*

2. **PERFORMANCE DRIVEN SELLING BOOTCAMP/Annual Sales Business Planning & Key Relationship Building Strategies-II**

The target audience is everyone connected to the selling organizations team, whether that is from the inside or outside business account development/selling professionals position, especially to include everyone in sales management/leadership roles; 90-percent of selling professionals lack a written executable annual sales plan, and every failed or lost selling success can be directly tracked back to a failed plan. This is ideally a three-day session with day-one focused on the design and implementation of a strategic Annual Sales Business Plan, day-two focuses in one building actual annual SBP for Quarterly, monthly, weekly, daily execution, monitoring, management and execution success. Day-three final wrap up of SBPs and business Relationship Building for the successful implementation and ROI of SBPs; This is highly client specific with more than three-decades of specific best practice action plans; Unlike most all other professional development selling programs, this deliverable also provides post-session weekly professional development touch-points, virtual on-line learning platform of skill development self-study, CD/DVD and books ... *A stand-alone information program over-view of each days learning modules is available upon request.*

3. **PERFORMANCE DRIVEN SELLING BOOTCAMP/INTENSIVE-III**

The target audience is the new to the profession of selling individual and veterans that have fallen into a selling slump can be addressed; This is ideally a two-day session with day-one focused on fundamentals and elementary aspects to strategic and day-two on fundamentals and elementary aspects tactical aspects of selling; This session involves Role Playing and situational one-on-one practice management development with participants and gets into the psychology of selling process and closing ratios; This is highly client specific with more than three-decades of best practice action plans; Unlike most all other professional development selling programs, this deliverable also provides post-session weekly professional development touch-points, virtual on-line learning platform of skill development self-study, CD/DVD and books ... *A stand-alone information program over-view of each days learning modules is available upon request.*

4. **PERFORMANCE DRIVEN SELLING-IV / Performance Execution of Managing, Leading & Building a Successful Sales Team by Developing Your Leadership Pipeline for Achieving Sales Team Excellence!**

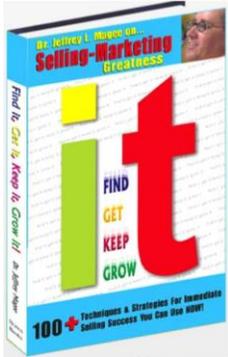
Our premier managerial-leadership program tailored to anyone in the managerial-leadership roles of the selling team/organization; This is ideally a two-day session with day-one focused on fundamentals and elementary aspects to strategic selling organizations and day-two on fundamentals and elementary aspects tactical aspects of managing, guiding, growing, motivating, tracking selling professionals; The coaching and tracking tools presented in this session have an immediate ROI on human capital development, the talent management lifecycle and strong professional selling individuals; Whether a veteran or new to sales management, this program benchmarks off of two decades of work with the best sells organizations in the World and details the fundamental factors to be traced daily and weekly for proven ROI of a selling team; This is highly client specific with more than three-decades of best practice action plans; Unlike most all other professional development selling programs, this deliverable also provides post-session weekly professional development touch-points, virtual on-line learning platform of skill development self-study, CD/DVD and books ... *A stand-alone information program over-view of each days learning modules is available upon request.*

The **PERFORMANCE DRIVEN SELLING™ Series** provides a strategic and tactical technique approach for selling and relationship effectiveness. Unlike most all other platforms, these on-site live training engagements are also supported through a robust on-line **AccelerationVault™** e-learning portal <https://salesmastery.jeffreymagee.com/> ... And further supported through weekly tune-up skill articles and podcasts.

This **PERFORMANCE DRIVEN (Recruitment) SELLING** integrated approach can be further enhanced through on-site consulting and coaching with your organizations **Marketing/Public Affairs-Relationship practice management team** ... With our years of work in this area, certifications, and graduate level text books teaching, we are uniquely positioned to add this value-add touch-point as well.



BEYOND WOW CUSTOMER RETENTION STRATEGIES: FIND IT, GET IT, KEEP IT & GROW IT ©



This unique program is unlike anything available in the HR Professional Selling Development industry. This high-impact, interactive, session with Jeffrey Magee will provide step-by-step, action-oriented tools to significantly increase selling effectiveness. Participants will take a way action plans and immediate implementation tools to find, grow, engage, get, maintain and keep customers. Find out what the day in the life of a champion sale professional or recruiter should look like!

YOUR AUDIENCE WILL LEAVE THIS PROGRAM ABLE TO:

- Utilize the strategic and tactical skill sets of effective and evolving interpersonal selling.
- Recognize the psychology of a purchase
- Apply the selling IQ and EQ skill set to the process and use in the marketplace you operate within.

CUSTOMIZE FOR THE RESULTS YOU WANT:

Your company culture, values, will be the GPS for this unique experience.

Dr. Magee's presentation includes an in-depth pre-event conference call, hands on customer service, a multi-page workbook, and ready-to use tools for immediate take-home application.

RESULT-DRIVEN ASSESSMENT TOOLS:

- Measure yourself in the presence of a customer exchange utilizing the *Reliable C.A.R.E Formula* ®
- Implement the *5-Step Selling Process*®
- Apply *SAM CRINGES* ® as a starting point to empower and engage any one
- Utilize the *Three Percentage Factors* for every communication transaction
- Explore your *Moments of Truth* and utilize the *One-Percent Factor* to guide the impression projected to the customer.
- Consider the *Stack-and-Link* model to better align conversations with prospects and COIs
- Utilize the Customer Service Index to objectively measure every interaction
- Survey management techniques to ensure your business remains in business
- Lead generation by planning *T.R.E.s* to increase productivity through your current clientele
- Power Applications of Super Achievers
- Effectively budget your time utilizing the *Quadrant Manager System*

e-Mail our office today to check Jeff's speaking availability:

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IMPORTANT SOLE SOURCE Reference I: This program (Keynote or Training Forum) is driven from research and unique proprietary content from the books: *The Sales Training Handbook*®, *Performance Driven Selling*® IT: *How To Find, How To Get, How To Keep & How To Grow Your Business*® *The Managerial-Leadership Bible*®, *YIELD MANAGEMENT*®, *Coaching for Impact: Generational Leadership*®, *Building A Legendary Leaders*®, *Coaching & Team-building Skills for Supervisors and First Time Sales Team Managers*®, *What's In It For Me: 50 Ways To Connect With Generation X, Y & Millennials Immediately*®, *Enough Already: 50 Ways to Deal With Difficult Sales Management Team Situations & Negative Influences in 60-Seconds or Less*®, and *BEYOND WOW* books by Dr. Jeffrey Magee.

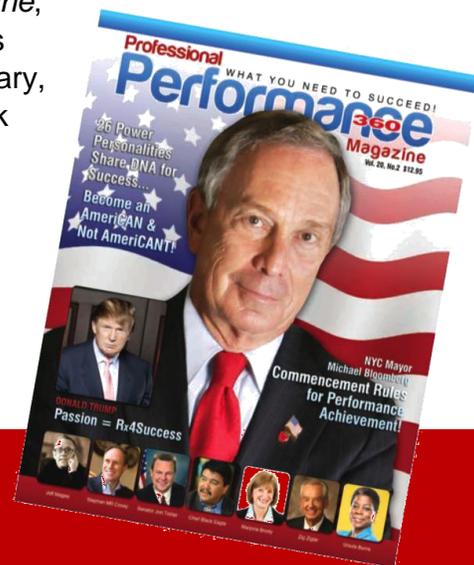
IMPORTANT SOLE SOURCE Reference II: This program "does not exist" anywhere within the private sector or Government vendor market system at the present time, nor is it available by "any vendor or individual" in the United States today to the private sector or DOD/Military/NATIONAL GUARD. It has been delivered over the past 18-years in multiple iterations to the Fortune 500, private industry marketplace, association marketplace, and to individual States GUARD/RRC with unprecedented results. No other individual has our certifications or degrees as a platform from which to provide training solutions to you. The list of participant testimonials is more than 2,000 to date and we can provide with you with a limitless number of selling professionals and leaders that have partnered with us to achieve "RESULTS"!

IMPORTANT SOLE SOURCE Reference III: This highly customized program from the credentialed background of design and delivery by a Certified Management Consultant (CMC) of the Institute Of Management Consultants, Certified Professional Direct Marketer (PDM) from the Bloch School Of Business at the University Of Missouri-Kansas City, and Certified Speaking Professional (CSP) from the National Speakers Association, for this individual stand alone training program *PERFORMANCE DRIVEN SELLING*, *PERFORMANCE DRIVEN RECRUITMENT* or the series version of *MISSION MATTERS*®.

IMPORTANT SOLE SOURCE Reference IV: This document is provided to you in good faith and is proprietary in nature – the design components are proven architecture to team selling success!

MORE WAYS WE CAN DEVELOP YOUR TEAM

- ✓✓ Performance Driven Selling, the DVD course and MP3 files for 24/7 reinforcement
- ✓✓ [*The Sales Training Handbook*](#) from the Best Selling McGraw Publication
- ✓✓ Each participant will also be enrolled into our weekly *Performance Driven Selling eZine*, featuring sales strategies applicable to selling & recruiting.
- ✓✓ Weekly/Monthly Drill Down Exercise emails to reinforce the *Performance Driven Selling* concepts.
- ✓✓ Online eCoaching or 1:1 Skype Coaching with Dr. Jeffrey Magee on a quarterly basis with your leadership and/or sales team
- ✓✓ YouTube performance tips brought
- ✓✓ Podcast Monthly Performance Tips
- ✓✓ Digital or hard copy copies of Dr. Magee's Bestselling Book, *it! How to Find IT, Get IT, Keep IT & Grow IT!*
- ✓✓ Quarterly subscription to our magazine, *Performance Magazine*, which features exclusive articles from industry, government, military, academic leaders and New York Times Bestselling Authors.





Leadership Academy of Excellence™

for Top-Level & Rising Executives



For more information, contact
Dr. Jeff Magee
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www.JeffreyMagee.com



SECURE YOUR ORGANIZATION'S FUTURE

The Leadership of Academy of Excellence is an annual leadership development program designed for your core leadership team. The 12-month series is fully customized to meet the strategic and practical needs of your organization.

Throughout the series your company's culture, values, core competencies, career/position/learning pathways, and succession needs at the micro and macro level are used as the GPS for this unique experience.

YEARLONG KEYS TO SUCCESS

Each session will provide immediate walk away action plans, tools, and resources that can be further tailored to the company's evolving needs.

The Leadership Academy of Excellence is unlike any existing academia or industry managerial-leadership development training available. The resources and product line included in the series is utilized to ensure continuity and sustainability in delivering your company training.

Each Participant Receives:

- An Academy leather-bound day planner system embossed with The Leadership Academy Excellence™ along with your organization's logo on the outside casing. The day planner is designed to hold each monthly session's workbook materials and reminder mechanisms.
- Access to the Managerial-Leadership L-Grid excel spreadsheet analyzer, which allows the leadership team to be held accountable for the developmental intervention of their direct reports on a monthly basis to ensure growth.
- 24 Weekly/Bi-Monthly Drill Down Exercises emailed directly to participants where each core Monthly LAE Module is reinforced with personal application exercises that can be implemented personally or team-wide.
- 52 weeks of Executive 1:1 Skype Coaching with Dr. Jeffrey Magee and your leadership and/or sales team.
- 52 weeks of the powerful syndicated on-line newsletters "Leadership Moment," "Performance Execution," and "Performance Driven Selling."
- Monthly podcast audio programs to reinforce behaviors and stimulate thought between sessions.
- Subscription to the quarterly publication Performance Magazine
- Each member of your leadership team receives five course books to accompany the years training.



MONTHLY LIVE TRAINING

With our assistance, you design the success path for your Leadership Academy members. We recommend one to two days every month to maximize the benefits.

DAY ONE: LEADERSHIP ACADEMY OF EXCELLENCE

Month Title

1. Fundamentals of Strategic Management
2. Fundamentals of Tactical Managerial Leadership
3. Fundamentals of Interviewing, Hiring, and Terminating Employees
4. Coaching for Impact: Generational Diversity
5. Coaching for Impact: Resolving Conflict
6. Coaching for Impact: Developing High Performers
7. Service Leadership: Enabling Exceptional Customer Care
8. Service Leadership: Growing Your Business
9. Service Leadership: Increasing Profitability for Long-Term Stability
10. Performance Execution: Succession Planning and Mentoring
11. Performance Execution: Long-Term Planning in a Short-Term World
12. Performance Execution: Success and Stability

DAY TWO: (OPTIONAL) FINANCIAL EXCELLENCE

Cutting-edge leadership and financial training to benefit the core group of leaders and those with high potential your organization depends on

- Q1: Building Your Brand: Strategic management, competitive strategy, branding, and strategic marketing
- Q2: Financial Excellence: Overall financial management, cash management, budgeting, and performance measurement.
- Q3: Risk-Reward Management: Risk management and internal controls plus internal auditing; learning management.
- Q4: Technology and Process Excellence: Information and technology management; process management and internal efficiency.

BEYOND THE ACADEMY

The following educational tools provide your core-leaders with additional training and growth opportunities, completely free of charge.

- Non-CPE access to our robust eLearning platform featuring courses and training resources.

POWERFUL CPE

- NASBA-certified CPE tailored to meet your Organization's additional CPE training needs.
- CPE-quality financial training geared toward the nonfinancial business professional.
- Strategies for escalating business revenues to the next level.

EACH PARTICIPANT RECEIVES

Upon successful completion of this 12 module series, high potential, manager-leaders, and executives should be able to:

- Identify and apply the HR IQ & EQ skill set to effectively utilize the wide scope of managing and leading in today's organizational structure at both a macro and micro level.
- Explore and apply the depths of both the strategic and tactical skill sets of effective and evolving managerial-coaching-leadership human capital and best practices.
- Identify the one-of-a-kind chronological flow of a psychological managerial-coaching leadership skill set necessary to lead today's and tomorrow's emerging workforce.

"This program deploys the best elements of an executive MBA program, which is then tailored to meet the specific needs of the company. The yearlong presence, coupled with exceptional support materials, took this initiative beyond training and into financial excellence."
 — Rodney N. Sargent, President & CEO,
 BMSI Holdings, Inc. & Bancinsure Inc.





"With the rapidly changing workforce demographics, succession management and leadership development are critical strategic initiatives for most businesses. These initiatives require a significant allocation of resources over an extended learning, coaching and mentoring period. Most importantly, a highly successful initiative

requires professional, specialized resources that most companies do not have available on staff.

Faced with these challenges, leaders may consider augmenting their internal HR and Training staff with experienced, dedicated and professional resources. At Farm Credit Services of Illinois, we have found Dr. Jeff Magee and his Signature Series Leadership Excellence to be the perfect fit for our strategic leadership development initiative. Dr. Magee brings an unbelievable level of energy into a compelling, engaging and interactive workshop environment focused on management and leadership development. Leadership Excellence covers a full twelve months of on-site, hands-on interaction with your staff. The professionally prepared materials and format of the sessions allow us to involve a fairly large group of participants so we get the maximum return for our investment.

With Dr. Magee's program, we have been able to provide this organization with a world-class leadership development initiative. It has exceeded my expectations in every respect. Dr. Magee has touched each person in the program. He is personable and engaging. We relate to him as a part of our leadership team. If you are pursuing a management and leadership development initiative, be sure to consider Dr. Magee as an integral part of your program." **David Owens, CEO**

For more information contact,
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Jeffrey Magee, Ph.D., PDM, CBE, CSP, CMC
(www.JeffreyMagee.com)

BIBLIOGRAPHY / BOOKS in PRINT

1. ***The Managerial-Leadership Bible Second Edition (Revision)*** / Published by PEARSON EDUCATION, New York City, NY / 2015© / ISBN 978-0-13-409754-1 / US \$44.99
2. ***Your Trajectory Code. How to Change Your Decisions, Actions, and Direction to Become Part of the Top 1% of High Achievers!*** / Published by John WILEY Publishing, New York City, NY / 2015© / ISBN 978-1-119-04323-2 / US 25.00
3. ***THE LINE: Your Trajectory Code. How to Change Your Decisions, Actions, and Direction to Become Part of the Top 1% of High Achievers!*** / Published by Brown Books Publishing Group (BBPG), Dallas, TX / 2014© / ISBN 978-1-61254-143-3 / US 29.95 – out of print
4. ***Performance Execution: Why Most People & Organizations SUC Today & Six Truths You Can Apply To Attain SUCCESS Now!*** / Published by Brown Book Publishing & Performance Success Media Group (PSMG), Tulsa, OK / 2010© / ISBN 978-0-9777957-1-0 / US 39.95
5. ***It! FIND it, GET it, KEEP it, GROW it: 100+ Techniques & Strategies For Immediate Selling Success You Can Use Now*** / Published by Brown Books Publishing, Dallas, TX / 2006© / ISBN 0-9777957-0-5 / US \$39.95
6. ***Risky Business: A Primer on Wise Organizational Decision Making at the C-Level, how smart people make them & what happens when dumb people try.*** / Published by Performance Success Media Group (PSMG), Tulsa, OK / 2005© / ISBN 978-0-9718010-8-8 / US 29.95
7. ***The Managerial-Leadership Bible*** / Published by Brown Books Publishing, Dallas, TX / 2005© / ISBN 0-9718010-5-3 / US \$39.95 / *Transcribed into 14 languages*
8. ***Beyond WOW: The Service Leadership Approach to Exceptional Customer Service!*** / Published by Performance Success Media Group (PSMG), Tulsa, OK / 2003© / ISBN 0-9718010-3-7 / co-author Myra Golden / US\$29.95
9. ***What's In It For Me? Tuning Into WIIFM & 52 Powerful Ways for ALL Young Professionals to Advance In Their Career!*** / Published by Performance Success Media Group (PSMG), Tulsa, OK / 2005© / ISBN 978-0-9718010-8-8 / US 29.95 / co-author Damon Roberts / US \$12.95
10. ***50 Maneras De Eliminar El Negativismo De Su Vida: Formas Rapidas De Manejar Y Euminar EL Negativismo En El Trabajo O En Casa*** / Published by PANORAMA EDITORIAL, Mexico City, Mexico / 2003© / ISBN 968381211-2
11. ***Building A Legendary Leader: The Architecture of Crafting Managerial-Leadership Greatness, One Week at a Time!*** / Published by Brown Books Publishing, Dallas, TX / 2003© / ISBN 0-9718010-0-2 / US \$29.95

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