



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

... has been called one of today's leading **“Leadership & Marketing Strategists.”** Today, under JeffreyMagee, 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.

Magee was commissioned to design, train, and present a new series of national leadership and sales recruitment programs for more than the 3,500 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.

