



Jean A. Sturgill started her own business in 2003, and she started speaking to professional business people in 2005. She served as Area Director for BNI in 2006. She served simultaneously as President of the Burlington Toastmasters, and as a Toastmasters Area Governor in District 37 in the July 2010-June 2011 year. Under her leadership, the Burlington Toastmasters achieved President's Distinguished, and the area achieved Distinguished. Since then, Jean has served in other leadership roles within Toastmasters and earned a DTM (Distinguished Toastmaster award).

Jean's radio segment, *Realizing Your Winning Potential*, aired for about 2 years and was heard throughout eastern North Carolina.

Jean's writing has been published in *Alamance Magazine*. She is also the author of 2 books: *You Are Who God Says You Are: 8 Steps to Overcoming the Past* (adults), and *Bouncing Beaver Discovers God: A Drew's Animals Book* (children).

Testimonial

As an author and radio personality, Jean shares from the heart to help others realize their winning potential. She has a rare brilliance and keen understanding of God's Word and willingness to share it freely and unashamedly. I am honored to recommend Jean as a fine motivational speaker that compels her audience to rise to the challenge and live more abundant lives, God's way. But don't take my word for it. Listen to Jean's radio segments, read her books and realize YOUR winning potential!

Jean Robor
LabCorp

Event: Corporate Event in Burlington, North Carolina
Services provided: Leadership/Success Speaker

***To hire Jean for your
next event . . .***

336.506.6122

Corporations
Small Businesses
Business Organizations

The Enterprising Leader Workshop

REALIZING Your
WINNING Potential

"Find the power to become..."

The Enterprising Leader Workshop

Workshop Overview

Length: 5 sessions, approximately 2 hours each
Group size: Minimum 10, Maximum 30

Description: **The Enterprising Leader** interactive workshop is composed of 5 modules. Each module is comprised of a combination of learning activities. Activities may involve creating emails, plans of action, and presentations. You will also have an opportunity to role-play various scenarios. If you choose to work on actual scenarios during this workshop, it's possible to walk away with completed or partially completed emails, plans of action, and / or presentations that you can immediately put to use.

Smaller groups will be able to explore solutions in greater depth.

The Courageous Leader

As a leader, success depends on your ability to communicate vision and goals to those you lead, and your approach is a crucial part of bringing everyone on board. Your company may have mission and vision statements, but do you and your team?

Takeaways:

- You will create personal and team mission statements and vision statements. These are more specific than the company's statements.
- You will take a look at what you are already delegating, and what you need to delegate. Perhaps you have delegated too much?
- Leading a team of people requires you to realize that you are really leading individuals. The approach must be personal to each of them. You will create a plan for that approach.

The 3 E's of Increasing Profitability

Increasing profitability increases return on investment. Your team is at the heart of the matter. How well you lead determines how profitable they become.

Takeaways:

- Empowering your team enables them to work faster. You will learn what empowers and what hinders a team.
- Eliminating excuses enables your team to move forward. You will learn how to identify and deal with excuses.
- Entertaining other solutions (technology advances, etc.) gives you answers beyond what you might otherwise discover. These solutions can come from within your team, from other departments, or from outside sources. You will identify ways to find these solutions.

Creating a Team of Leaders

It's more cost effective to keep the team you have than to replace them. It's also more cost effective to develop these people into great leaders.

Takeaways:

- When the people in your team become leaders, they'll stay longer, and your job will be easier. You will learn ways to do people development.
- As you develop leaders, your concern needs to shift to what is in their best interest. It's a selfless act, and well worth it. You will be able to identify when you are hindering the growth of the person you are mentoring.
- Your success in people development depends on you. People are often influenced by the leadership style of the folks that lead them. You will be able to answer the question, "What if I had me as a leader?"

Inter-departmental Networking for Growth

Inter-departmental networking increases your circle of influence, builds relationships, and creates the possibility for interdependency. The synergy that can come from this can greatly improve the return on investment.

Takeaways:

- Synergy is the goal. It's accomplished through sharing needs and getting buy-in. The result can be new products or services, faster production, and the types of gains that can only come through interdependency. (Interdependency is a scenario where the result is greater than the contributing parts. It accomplishes something that neither could do alone.) You will identify where you want to work to increase synergy.
- A variety of networking opportunities is crucial. One-to-ones and small group networking inherently yield different results. You will learn the benefits of both.
- You will create a strategy to get the most out of your networking.

Creating a Plan With Employee Buy-in

It's important to have a great plan and to be able to communicate it. Getting buy-in, and following up are also vital to success.

Takeaways:

- You will know how to create buy-in with commitment. You will create a presentation that does this.
- Following up is imperative and easy. You will have a plan for when and how.
- You will learn how to prepare your team for the next step by being proactive in your planning.