

PRODUCTIVE LEADERS

LEADERSHIP. PRODUCTIVITY. GROWTH.

Mary Kelly, PhD, CSP, CDR, US Navy (retired)

Leadership Speaker & Advisor

Mary Kelly is a highly respected Certified Speaking Professional. The CSP designation is conferred by the National Speakers Association (NSA) only on those speakers who have earned it by meeting strict qualifying criteria.

Mary speaks on leadership, productivity, and business growth. She is an internationally renowned author (11 books!) Mary's best-selling books, *15 Ways to Grow Your Business in Every Economy*, *Master Your World*, and *Why Leaders Fail*, are used in 9 countries.

During her 21 years as a Navy Intelligence and logistics officer, Mary trained more than 40,000 military and civilian personnel. She ran bases such as Pearl Harbor and Barbers Point. Mary knows leaders need to make the principles of leadership, communication, and business growth relevant to leaders at all levels of an organization. Mary's presentations engage employees and develop better leaders!

Mary Kelly specializes in



Leadership
Development

Communication
&
Teamwork

Business Growth
&
Economics

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MEET MARY KELLY

Fun Facts

Named 5th most influential social media person in Colorado

The last video game she played was Pong

Was a Chief of Police

Loves public speaking

Awarded outstanding academic educator by the Air Force Academy



Mary Kelly, PhD, CSP, CDR, US Navy (ret) is an internationally known economist and leadership expert, specializing in productivity, communication, and business profit growth. Mary is the CEO of Productive Leaders, with sites in Dallas, Texas and Denver, Colorado.

Mary has been quoted in hundreds of periodicals including Forbes, Money Magazine, Entrepreneur, Yahoo Finance, Success, the Wall Street Journal, and dozens of business journals.

A MENSA member, Mary has received several speaking accolades including the Air Force Academy Instructor of the Year, Outstanding Educator Award, National Speakers Association-Colorado Member of the Year, and the Navy League Leadership Award, in addition to her military awards.

Mary is the author of 11 books, including:

- *Master Your World: 10 Dog-Inspired Leadership Lessons to Improve Productivity, Profits, & Communication*
- *15 Ways to Grow Your Business in Every Economy and*
- *360 Degrees of Leadership*
- *Stop the Barking*
- *Money Smart: How Not To Buy Cat Food When You Don't Have a Cat*
- *Why Leaders Fail and the 7 Prescriptions for Success*

While in the Navy, Mary served as an intelligence officer, and she later specialized in running military bases. With extensive experience in human resources, finance, insurance, organizational leadership, strategic planning, and project development, she focuses on building successful strategies for business leaders at all levels of an organization.

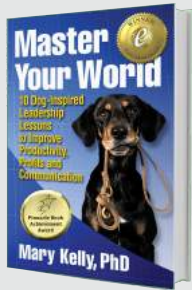
Mary earned a BS from the United States Naval Academy, an MA in Economics from the University of Oklahoma, an MA in History and Foreign Policy from the University of Hawaii, and a PhD in Economics from Greenwich University.



MARY'S PROGRAMS

Presentation length 45-75 minutes/ Also available for full-day training sessions

Master Your World: Executive Leadership Strategies



Everyone benefits when managers and leaders apply 3 core principles, and then refines them with 7 critical applications. Audiences can immediately use these practices at work and at home. Fun, engaging, and eminently applicable to a wide range of audiences, this popular talk is packed with information and useful ways to get the behavior you want from people around you for greater results with less stress.

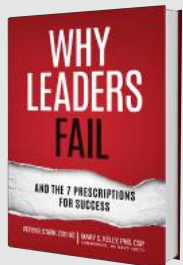
You'll learn what it takes to be a great leader, which will, in turn, result in a great team. Leadership is all about creating a vision as well as executing the strategy. Leadership is also why people, and companies, succeed or fail. Some people believe leadership is limited to the people at the top, but real leadership happens at all levels in every organization. True leaders strategically plan and implement long-term programs to take advantage of talent and increase morale throughout the organization.

Mary can't wait to share these key pieces of leadership knowledge with you! This program is engaging and immediately applicable. Master Your World is packed with templates and tools so leaders can achieve optimal results.

Learning objectives:

- What most employees are not getting from their leaders and managers that they need in order to be more effective and successful in the workplace.
- How to implement actionable items to create cohesive teamwork and better engage those around you.
- How to improve personal and professional productivity with less stress.
- Ways to best use your networks and relationships to further your influence and your business.
- How to find the keys to being happier and more productive at work (and at home) by applying the Master Your World techniques

Why Leaders Fail and the 7 Prescriptions for Success



The news is full of leadership failures. Many good people, when they rise to leadership positions, fail. Good leadership seems easy in theory but actually living, executing, and fostering strong, effective leadership in corporations and organizations is tough.

How can we ensure success? What do successful leaders do differently? What are the surprisingly common mistakes that many leaders unknowingly make that derail their success? Using current data and case studies collected through years of corporate and military leadership, you'll learn why so many leaders fail, and how to avoid the pitfalls.

The military focus on leadership is not an accident. Leadership is most critical during times of crisis. Leadership happens when things are tough and there are problems to solve.

Learning objectives:

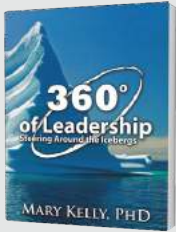
- Insight into behaviors that may be sabotaging the loyalty of their direct reports
- Understanding about why their top talent may not be performing up to their potential
- Tools to align team goals with organizational mission
- Awareness of how they are perceived by their direct reports, peers, and supervisors
- The 49 Prescriptions for Success
- A personalized leadership assessment to help identify leadership strengths and weaknesses

MARY'S PROGRAMS

Presentation length 45-75 minutes/ Also available for full-day training sessions

360° of Leadership: Steering Around the Icebergs

Great leadership is an upside down pyramid. You as the leader are there to support the people working for you. Great leaders build effective teams and remind managers and leaders to communicate, develop employees, listen, and strategize for optimal results.



The military asks employees to sleep at work, but your organization doesn't expect your people to work for several weeks without a day off. Learn the secrets of leadership and motivation from a 21-year Navy veteran who led multi-cultural teams all over the world in this thought-provoking, action-packed session. This program is designed for team-building, experienced managers, and senior management.

Is the 360° of Leadership the right program for your group? In this powerful and thought provoking session, you will learn the following.

- What to consider as you assume a new role with new responsibilities
- How to communicate effectively with your diverse workforce
- What most employees wish their leaders knew
- Ways to use the strengths of your workplace demographics
- How to motivate employees even without a budget

Top Secret Leadership: What the Military Doesn't Want you to Know

Form a former Navy Intelligence Officer, learn the secrets of military leadership and apply them to your organization. Getting people to work together is challenging. Office tension, competition, gossip, personal agendas and pettiness reduce morale and productivity.

How does the military get people to work together? How do they get intense commitment from their people? What is the military doing that civilian organizations can copy? Do you ever wonder how the military recruits people from diverse environments and coalesces them into cooperative, fighting teams?

Find out how you can use military approaches to enhance communication and teamwork, develop integration, and facilitate a positive work environment.

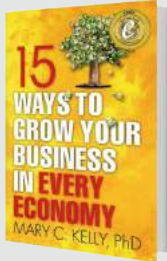
- Ways to be more productive in less time
- Ways to work together to accomplish more
- How to communicate clearly among all levels
- How to set and exceed expectations
- Ways to conquer the obstacles that create barriers to effective teamwork
- To use the strengths of people you work with despite cross generational gaps



MARY'S PROGRAMS

Presentation length 45-75 minutes/ Also available for full-day training sessions

15 Ways to Grow Your Business in Every Economy



Perfect for sales teams, business owners, entrepreneurs, and business teams, this fast paced and humorous program discusses how to strategically plan and improve business, develop a successful marketing plan, effectively use available networks, improve focus, save time, and ultimately, increase profits.

You are wonderful with clients, you understand what you need to do to stay current in your field, and you have a great staff, but running a business is tough. Wouldn't it be great to prosper all the time? Would you like to grow your business regardless of the economy? Do you want to be recession-proof?

In this fast-paced, dynamic, and fun session, renowned economist, speaker and leadership expert, Mary Kelly, covers 15 ways to assist business owners in more effective marketing, enhanced productivity, and achieving greater profits all the time. Mary would love to help you grow your business!

- Learn how to put together a dynamite, well-organized business plan that defines your business strategy with Mary's easy to use, fill in the blank templates.
- Discover how to use your business relationships to further your business with a structured referral system.
- Be able to track the strengths and weaknesses of your teams to best assign tasks, align goals, and achieve optimal outcomes.
- Implement actionable items to create cohesive teamwork, improve personal and professional productivity, and better engage those around you using a daily tracking tool.
- And 11 other actions to aid business growth.

Economic Outlook for Today's Leaders

The economic and political landscape is rapidly changing in the US as well as in Europe and Asia. Socio-political events are impacting the financial markets as never before. What do you need to know? How is the economy going to impact your business?



- Understand the economic issues that make headlines is critical to making good decisions. What happens now will impact markets for the next 5 years. What trends should we watch and where should we look for more information?
- Learn what you need to track to protect and guide your business and your clients in this volatile environment.

Mary provides an engaging and interesting economic update on the latest trends and forecasts. Specifically, she will review US spending and budget issues, tax changes, and legislative actions that impact advisors and business owners.

MARY'S PROGRAMS

Presentation length 45-75 minutes/ Also available for full-day training sessions

Change Management: Survive & Thrive in the New Economy

Change is fun for some people, but miserable for others. Personality type, job position, seniority, and past experiences all determine how different people react to the idea of changing the way they conduct business. Understanding how people will react and addressing their concerns in advance of implementation can determine the success or failure of the new process.

Change management is a critical part of any organization that leads, manages, or enables people to accept and embrace new processes, technologies, systems, structures and values. This fun and interactive experience explores how leaders can maximize new opportunities and help others understand the change process.

The intent of effective change management is to:

- Address the concerns and barriers of the people who will need to adopt the new methods.
- Address the concerns and trepidation of the supporting roles.
- Overcome the uncertainty obstacles that impede necessary change to achieve greater effectiveness.
- Ensure that everyone in the organization is ready, willing, and able to perform his or her role in the new environment.

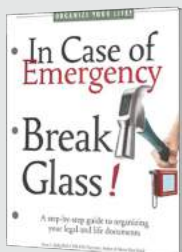
Outcomes: Through this entertaining and interactive session focusing on leadership at all levels, increasing productivity, and how to enact change, participants will understand why the program is being implemented, how it is going to benefit them, and why adapting to the new system is in their best self-interest. Attendees will overcome ambiguities, barriers, resistance, and reluctance to change behavior and methodologies.

In Case of Emergency, Break Glass!

A systematic program to help with important life documents

If something catastrophic happened to you today, would your family know what to do? Would your office staff know what actions to take? If you had to evacuate, could you grab all of your important paperwork in less than 30 seconds? The reality is, no one wants to think about the time when they are no longer around. No one ever thinks anything bad is going to happen to him or her. Great financial planners need to make sure they are personally prepared, that their families are protected, and that their clients have their important life documents in order. Great financial planners make sure that the people they serve are prepared.

- Understand and assemble an organized system of life's important paperwork including letters of instruction, wills, trusts, health care directives, financial information, banking information, business documentation, insurance, and end of life planning with Mary's In Case of Emergency, Break Glass! workbook.
- Assess the needs of a personal business plan that does not involve you.
- Design a legacy plan that encompasses your business's specific needs and protects your family.
- Get the important paperwork and critical information in ONE place so your personal representative can immediately start working on your behalf and protecting everything you worked for.



KUDOS FROM CLIENTS



Mary did a fantastic job speaking at the Washington/Oregon conference! She was motivating, real, funny, engaging, and did a great job of reading the room. I was able to understand and easily relate to her presentation!



I was greatly anticipating her presentation and she did not disappoint! She offered practical and useful guidance reminding us all of what is most important as a leader and giving us the tools to make it happen!



Mary Kelly is a joy to work with. She is attentive, quick to respond and an absolute professional. Her topics are applicable and her delivery method refreshing. I'd highly recommend her as a speaker to any organization!



Mary is a phenomenal motivator who sees and thinks out of the box. Her energy is highly infectious!



Mary fits into my favorite category of speaker. She's both educational and entertaining. She delivers relevant and practical information with an engaging and humorous style. And a bonus for meeting planners, Mary does her homework, always knows her audience, and is a dream to work with.



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