

JIM VASCONCELLOS

Keynote Speaker and Author

Helping managers become the kind of leader that every business needs and every employee wants to work for.



WHAT PEOPLE ARE SAYING...

Excellent! I was especially impressed by your down-to-earth understanding of how to integrate integrity with reality.
Sherry A. - Manager of Business Operations

Jim is perceptive, entertaining, approachable and has an almost magical way of connecting with his audience!
Dr. Robert F.
Mercer University School of Medicine

Jim, you truly exceeded my expectations. Not only was your material relevant, your delivery was delightful – and our attendees truly 'got it.'
Marcy P. - Blue Cross Blue Shield



We spend a LOT of our lives in the workplace. It can be a source of great satisfaction. Yet, for many, it can be their greatest source of pain. So, what makes one workplace so fulfilling while another can suck the life out of you?

MANAGERS MAKE THE DIFFERENCE!

Jim's first experience with this was at fourteen as a pot scrubber in a high-end, New Orleans restaurant. He reported to Gary, the head chef. Gary was notorious for multitasking. He could work and yell at the same time! Jim didn't "want" to work for Gary. He "had" to.

In stark contrast was his next position as a busboy in the same restaurant where he reported to Leo, the wait staff manager. Unlike Gary, Leo's approach made Jim feel valued. He "wanted" to work for Leo.

These contrasting experiences continued into Jim's professional roles in banking and data processing. This inspired Jim to dedicate his career in training and speaking to help managers be at their best to cultivate a productive, healthy workplace.

After 20 years, a few countries, hundreds of cities, thousands of engagements, and two books later, Jim continues to share key insights that help managers strengthen their leadership approach. One that fosters an atmosphere of growth, learning, and contribution. One that services the needs of both business and PEOPLE.

Whether you're new to management or an emerging leader, YOU can make a difference! Jim will help you develop the mindset necessary to become the kind of leader that every business needs and every employee "wants" to work for.



BE THE LEADER THAT EVERY BUSINESS NEEDS AND EVERY EMPLOYEE WANTS TO WORK FOR

Based on Jim's book, *Results Don't Matter*



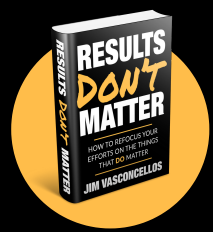
There's an epidemic of mismanagement. Just ask any employee.

The workplace is plagued with frustration, confusion, and broken relations. As trust breaks down, confidence crumbles, morale declines, and performance drops.

Why is this so rampant in the workplace? Well, it's been ingrained in managers to focus on results. While results are what we all strive to deliver, this fixation is causing our leadership approach to suffer. With the right focus, managers can change this.

In this presentation, Jim will help you refocus your efforts on the things that matter. The things that help you become the kind of leader that every business needs and every employee wants to work for. The things that support both business and PEOPLE. The things that help you deliver on what we all desire... BETTER RESULTS!

With his straight-forward approach and animated style, Jim will have the audience engaged as well as entertained. Jim's relatable personality comes to life through his thought-provoking stories and examples.



In Jim's signature keynote, you'll learn:

- Three critical components the best leaders focus on to promote a productive, healthy workplace culture
- The Lie and The Truth about results
- Three signs you've bought into The Lie and are 'working backward'
- How 'working backward' is killing employee performance
- Three questions the best leaders ask to ensure their actions fulfill the needs of both business and people



Let's talk
678.427.5063



LIVE or VIRTUAL
Formats