

Meet Mary Kelly

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Speaker, Author, Commander, Consultant & Professor,
Mary offers key insights into the world of leadership & productivity

Raised in Texas, Mary Kelly is a graduate of the United States Naval Academy and spent over 20 years on active duty in intelligence and logistics. She retired from the Navy as a commander. Mary has Masters degrees in history and economics, and a PhD in economics. With over 20 years combined experience at the Naval Academy, Hawaii Pacific University, and the Air Force Academy, she taught economics, finance, history and management. She has experience in business development, human resources, finance and organizational leadership. Mary has a track record of success as a leadership expert and executive coach.

Through her work in college teaching and in the military, Mary discovered the need to make the principles of leadership and communication available to all types of businesses. Her book, *Master Your World*, became a bestseller and launched her career as an author and speaker.

After publishing additional books on leadership, productivity, communication, business growth, and organization, Mary desired to make leadership **fun** and **fulfilling**. Mary's clients affectionately call her the "**fun leadership economist**." Using her experience as a Naval commander, Mary learned how to create productive, happy work environments, even in the most stressful situations. Mary believes in leadership that boosts the morale of those she supports makes them want to perform better at their jobs. Today she spends her time showing business owners, CEO's, managers, and team leaders how to do the same. "**Great leadership can be learned.**" - Mary Kelly



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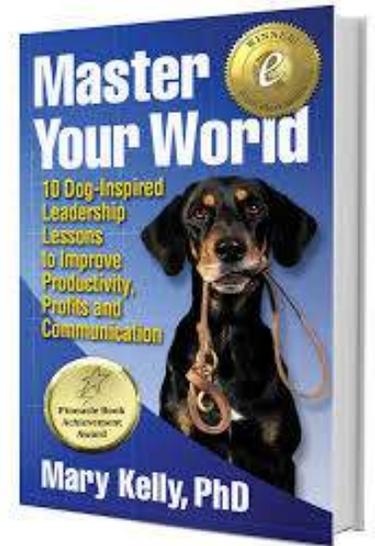
Master Your World: 10 Executive Leadership Strategies to Improve Productivity, Profits, and Communications

One of Mary's most popular presentations! In this informative, engaging and entertaining program 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.

Everyone benefits when leaders apply three core techniques, and then refine them with seven critical applications. 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.

So what can you expect to learn by selecting this inspirational program? In this presentation Mary will teach you:

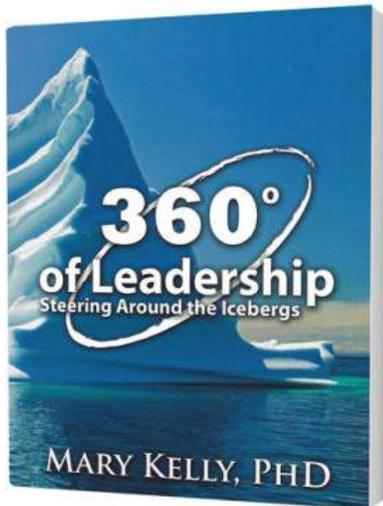
- **What most employees are not getting from their leaders and managers that they need in order to be more effective and successful in the workplace**
- **How to implement actionable items to create cohesive teamwork and better engage those around you**
- **How to improve personal and professional productivity 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**



"Mary is the premier Leadership and Productivity Expert for businesses, government organizations, and associations. She finds efficient and creative ways to solve business problems. The consummate service provider, Dr. Mary Kelly is easy to work with, friendly and approachable at all levels. She is simply AWESOME....book her if you can! "

—Scott Eaton, Certified Advertising Specialist at Attention Getters

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 lead multi-cultural teams all over the world in this thought-provoking, action-packed session. This program is designed for teambuilding, 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**

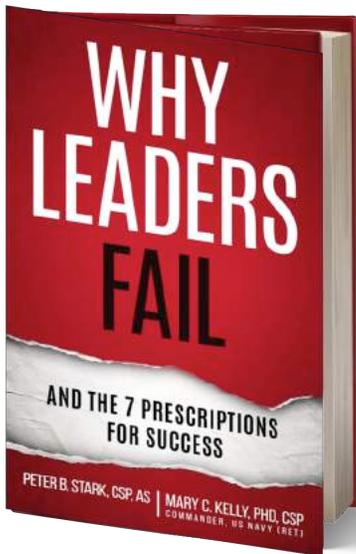
Let Mary help you navigate the waters of the workplace, we promise you won't even need a floatation device!

"Mary is one of my all-time favorite leadership and business speakers. Great original content, funny stories, and fabulous, helpful takeaways. Mary also bonds with audiences and they want her booked to come back."

—Debbie Taylor, Taylor Made Events & Speakers



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.

The military focus on leadership is not an accident. Leadership is most critical during times of crisis. As Mary says, "Anyone can lead a team of highly-motivated, well-paid, good-hearted employees when there are no problems. That isn't leadership." Leadership happens when things are tough and there are problems to solve.

The program and resulting book, *Why Leaders Fail and the 7 Prescriptions for Success*, developed from studying over

10,000 military, government, and business people, and analyzing what makes successful leaders. Mary Kelly and Peter Stark realized that there are 7 overarching reasons why leaders fail. They created 49 Prescriptions for Success to help well-intentioned leaders become trusted advisors, respected advocates, and highly effective team builders.

In this cutting-edge program, participants will gain:

- **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 Kelly serves audiences in so many authentic ways...delivering content that is take away ready, in an interactive and entertaining fashion. She is a brilliant economist who has served our Nation, the combination of a unique and outstanding presenter who is always engaging."

-Debra Fine, Author of *The Fine Art of the Small Talk*



Leadership Confidence for Women in Business

Many people struggle with developing and maintaining confidence, yet confidence is extremely important in how well we succeed in our business world and our personal lives. People who lack self-confidence can find it difficult to become successful. Others perceive lack of confidence in ourselves as our inability to possess the necessary skill set to be successful. If we do not believe we can do well, how can we convince others that we are capable of a project, a promotion, or future possibilities?

When we doubt ourselves, others doubt us too, then our opportunities decrease, and our lack of success becomes a self-fulfilling prophecy. People who speak clearly, who project trust, and who can answer questions with authority persuade others to believe in them. Confident people inspire confidence in the company, the projects, and their teams. Gaining the trust and confidence of others is one of the ways people find success.

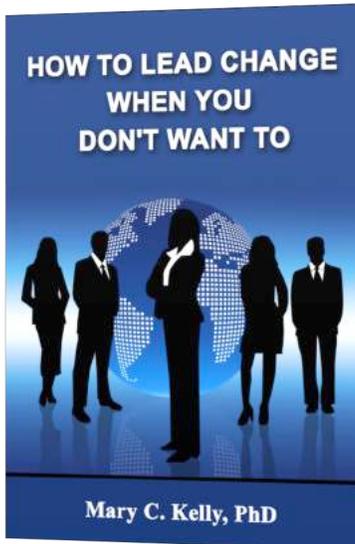
- **Do you need more confidence in your life?**
- **Can you act, feel, and appear more confident than you feel? Yes.**
- **Is confidence contagious? Yes.**
- **Can confidence be learned? Yes.**
- **Can confidence be developed? Yes.**

We gain a sense of confidence when we view ourselves as possessing skills in specific subject areas, when we appreciate our talents, and when we develop the techniques that build confident actions. In this dynamic program, Mary offers ways to gain the confidence you rightfully deserve.



"Mary Kelly was a fabulous keynote speaker for the W2W Mentor Mingle. Not only did she address why women need to help other women, but she brought it down to how individuals in the audience have helped her. She leads by example!"

-Anne Wamser, Founder of Woman to Woman Mentoring



Change Management: Survive and 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 health care professionals 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.**

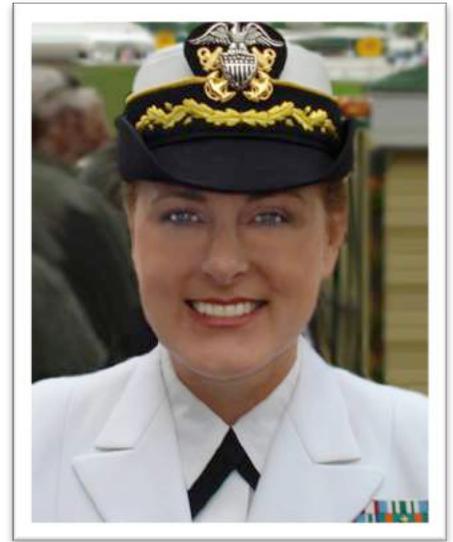
Outcomes: Through this entertaining and interactive session focusing on leadership at all levels, we increase productivity. Participants learn how to enact change, how to explain why the change is being implemented, how it is going to benefit them, and why adapting to the new system is in their best self-interest. We overcome ambiguities, barriers, resistance, and reluctance to change behavior and methodologies.

Leading Teams: 10 Military Secrets for Building Effective and Productive Teams

Getting people to work together is challenging. Office tension, competition, gossip, personal agendas and pettiness reduce morale and productivity.

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. In this workshop you can expect to learn:



- **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**

The military forges cohesive teams and develops leaders, and you can too!



"Mary is a TML crowd favorite - we can't get enough of her! She has an uncanny ability to connect with diverse personalities, ages, and cultures. Her keynotes are powerful and uplifting, and she always leaves the audience smiling and inspired."

**-Chris Corrigan
Communications Director - Texas Municipal League**

15 Ways to Grow Your Business in Every Economy

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.

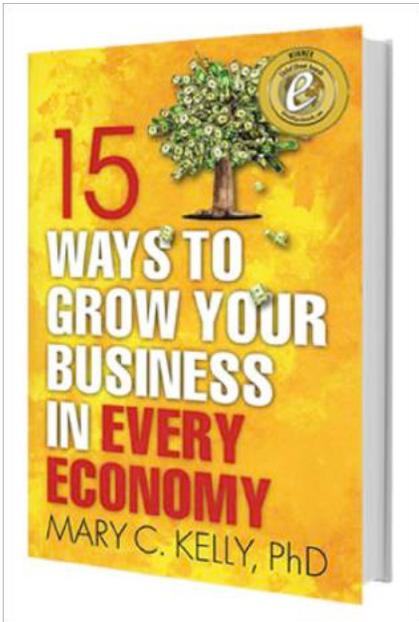
Wouldn't it be great to prosper all the time? Would you like to grow your business regardless of the economy? Do you want to be recession-proof?

In this fast-paced, dynamic, and fun session, renowned economist, speaker and leadership expert Mary C. Kelly, PhD 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 that grow your business**

"Dr. Mary is right on with the book! I don't know anyone who isn't interested in Growing Their Business and Mary Kelly's book "15 Ways to Grow Your Business in Every Economy" delivers just that. So, if you are ready to grow your business, you MUST buy this book. Mary shows us the way in brilliant fashion."

-Loretta Milo,
Founder, Entrepreneur, Business Enthusiast, INC. 500 Winner



In Case of Emergency, Break Glass!

A systematic program to help with important life documents

5 out of 5 surgeons surveyed discovered that none of us are going to live forever. Bummer.

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?

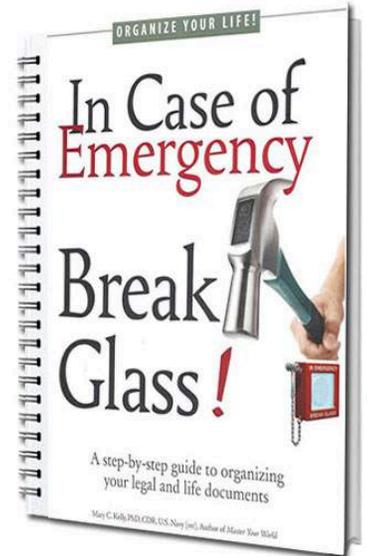
The reality is, no one wants to think about the time when they are not around. No one ever thinks anything bad is going to happen to him or her.

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.

Can we do all of this in less than an hour? Yes! Can Mary guide us through what we need to know? Yes! Can it be funny and entertaining? Yes! In this program you will:

- **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 start right away working on your behalf and protecting everything you work for.**

Less than 40% of Americans have a current will, and a will is only the beginning. Don't be left unprepared! Not sure if you need this session? Take the 30-second "Are You Legally Organized?" quiz at www.Organize-You.com



Testimonials



“Mary is a dynamic speaker, skilled at drawing the audience into her presentations to enhance their ability to not only grasp, but also retain, key leadership and management concepts that she presents. She makes a top-notch keynote speaker at any business or leadership training event.”

-**Tracy Sims** Ship Husbanding Officer, HSP COR at Military Sealift Command Far East

“Mary has the gift of sharing quality, hard data in a light hearted, fun style that ensures audiences remain engaged.”

- **Pamela Potter** Writer/Editor/Wordsmith

“Mary’s presentation at the Fort Worth/Mid-Cities American Society for Training and Development’s Christmas program was exceptional. Her presentation skills, power-point, and hand-outs were impressive and highly tailored to fit her audience. Her leadership experience combined with her personal charisma and sense of humor made the evening one of the best we have had this year. Thank you, Mary.”

-**John Wright** President at Simple Leadership Strategies, LLC

“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!”

-**Julie Gates (Woodfin)** Professional Development Manager - Colorado Association of Realtors®

“I’ve known Mary since 1997. Effective leader, manager and teacher. Creative, inspirational and energetic. Embodies the highest sense of personal integrity and commitment.”

-**Rod Gibbons** APR, Director of Public Affairs - U.S. Naval Academy

