



## Most Frequent Presentations:

### Constructive Conversations

Ask for what you want and need without alienating other people or damaging your brand.

Learn the 4 steps to make others receptive to your constructive conversation.

Recognize and manage unspoken conversations and hidden agendas.

### Engaging Your Post-Millennial Workforce

Prepare your organization for the 27% of the population called "Gen Z" now entering the workforce.

Apply the results from current research to increase productivity and reduce turnover.

Coach and evaluate young employees more productively.

### Negotiations for Long-Term Success

Ask for what you want, without damaging relationships.

Define when to walk away and when stay at the table.

Apply concepts such as principled negotiations, psychological anchoring, best alternative to a negotiated agreement, zone of possible agreement, and reciprocity.

### Networking for Non-Networkers

5 steps to make networking simple and non-threatening – even for introverts!

Leverage LinkedIn and online media to save time and improve your brand.



### Clients say:

*"Jamie's energy is contagious and engaging. Our time spent with her was invaluable, as it helped tear down barriers holding us back. We're inviting Jamie back this year for a Leadership Retreat to delve into communications and cross-generational management."*

**-L. Shumate, AVP, Houston Public Media**

*"Jamie presented her 'Constructive Conversations' content with great energy, personal, relatable stories, and exercises that engaged our female leaders. She was a dynamic addition to our agenda that gave us insight into potentially problematic thought processes and behaviors while giving us practical tips for improving future interactions. I recommend her without hesitation."*

**-C. Morale, Manager, CenterPoint Energy**

*"Jamie's presentation was the highlight of our conference! Her knowledge and skills in Negotiations and Difficult Conversations kept our managers and franchise owners highly engaged while providing valuable tools they could use daily."*

**- K. Pitts, CEO, Link Staffing**



**Award-winning author,  
speaker and trainer**

# Energize Your Next Meeting With Jamie Belinne!

University instructor, Assistant Dean and researcher at Univ. of Houston, focused on negotiations, intergenerational management, college hiring and networking

HR leader and Diversity Training Lead at UT-Austin

Presented to audiences of 10-1000 in 8 countries

**Leveraging Differences  
to Create More Fun and Profit!**

## Entertained, Enlightened and Grateful Clients Include:

ConocoPhillips

NATIONAL  
ASSOCIATION of  
WOMEN MBAs

G&A Partners  
Time to grow.

Houstonfirst

CenterPoint  
Energy

Schlumberger

CFA Institute

THE CW39

Houston  
Public Media

CPA Texas Society of  
Certified Public Accountants



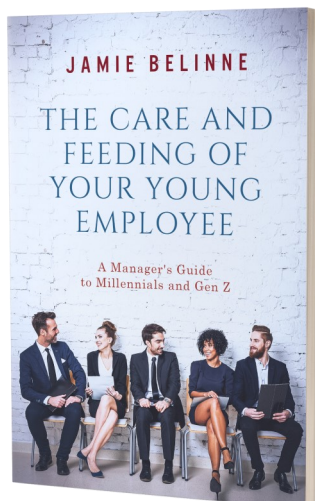
ExxonMobil

Service  
Corporation  
International

LINK  
STAFFING®



GREATER HOUSTON  
PARTNERSHIP



### Praise for Jamie's Most Recent Book:

"Jamie joins together practical experience with thoughtful analytics to not only describe the characteristics of those now entering the workforce, but also empathetically prescribe the disciplines required of others to ensure they flourish. She also adeptly details *all five generations* currently employed, in compelling fashion reminding the reader of the commercial value diversity of thought brings to any setting or sector regardless of birth year."

**President & CEO, Igloo Products Corp.**

"As the employer of a great number of Gen Z and Millennials, I thought I understood the psyche of my young employees. This book truly helped me to see my employees in a different light. It gave me an appreciation of strengths that I was overlooking. Jamie's insight and advice have allowed me to make immediate and far reaching improvements to our culture and communications. This book can help anyone become a more effective manager of people, young and old."

**Chief Executive Officer, Next Level Urgent Care**