

STRATEGIC ACCELERATION

GET THE
RIGHT
RESULTS ...
FASTER



The RESULTS Guy™

What We Can Do For You



“Inspiring audiences around the globe”



“Partnering with CEOs (President of Firestone) of both public and private companies, committed to accelerating their effectiveness”



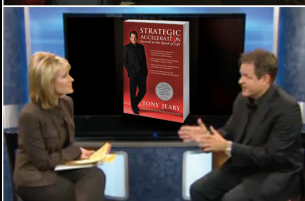
“Sharing the stage with many greats (Senator Bob Dole) bringing enthusiasm, laughter and synergizing teams of all sizes”



“Teaming with members from the Forbes Richest 400 list (Jimmy Pattison)”



“Touching individuals with care, concern and commitment”




“CBS News launching *Strategic Acceleration* - clarity, focus and execution”



“Broadcasting in Australia to the entire Asia Pacific Rim ideas that impact results”



“Working with Ken Blanchard impacting communication for Wal-Mart at their annual event”



Success
requires
high levels of
Clarity,
Focus and
Execution

GET THE RIGHT **RESULTS ...** FASTER

Today's global marketplace is moving at a quicker pace than most people and businesses can manage well!

Achieving great RESULTS is what top leaders want and winning at today's speed of life is not easy.

The solution is **Clarity, Focus** and **Execution**.

We help top performers win. We have developed this simple resource guide to allow you to get to know TJI; who, what, why and how we can work with you.

For more than 25 years, I have helped leaders of the world's most accomplished companies create tangible results and growth through resourceful thinking and superior strategy. We tailor proven methodology to meet your needs and your time.

Are you ready for mastery?
Call or e-mail me so we can
accelerate your vision.



Tony Jeary

The RESULTS Guy™

What We Can Do For You

Tony focuses on three areas of service for his clients. Each of them compliments the others and culminates in helping clients get superior results faster by sharpening clarity regarding their vision, developing greater focus on the action they must take to really move the results needle, and becoming better at executing their strategy.



Tony working the stage with Senator Bob Dole

Strategic Facilitation

Strategic Acceleration is a concept designed to help high achievers develop new ways of thinking about the issues of Clarity, Focus and Execution. It is also a process by which clients may work with the Tony Jeary Team to turn these concepts into a practical working strategy and an organizational action plan. The process unfolds into a multi-part activity whereby the Jeary team fills the role of a Strategic Collaborator, facilitating the development of leadership's vision execution strategy. The Facilitation process has two parts:

PART 1: ASSESSMENT

The first component is a series of personal telephone interviews with the leadership team by a member of the Jeary Team. The purpose of the interviews is to collect information that is reflective of the leadership group's collective strategic belief about the organization's vision, its value and its purpose. The interviews also document the degree to which the leadership team is prone to distractions and how aware each team member is of the high leverage activities that create results.

PART 2: FACILITATION

The second component is accomplished through a Strategic Facilitation event with Tony Jeary and the senior leadership team of the organization. Tony invests one day (and occasionally two) with the leadership group in his *Strategic Acceleration Studio*. This facilitation event enables the creation of a unified vision and a strategic blueprint for action.

When Tony's strategic collaboration is completed, participants have a level of clarity and focus they have never experienced before and are perfectly positioned to get superior results faster to execute their vision.

What People Say about Tony's Strategic Facilitation

IEEP Group

"I was floored by your targeted thinking and quick/concise analysis of our strengths and how to identify and harness the power of our brand. You saved us TIME – our most valuable commodity."

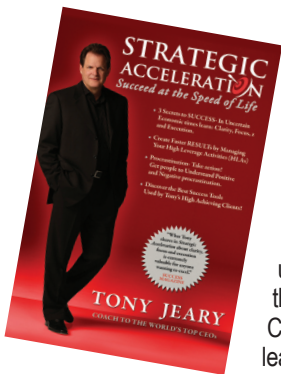
PATRICK W. HAND
CEO, IEP Group



"You and your staff are truly a team of life-changing individuals. I was blown away by your efficiency, organization and expertise! In my 18 years I have invested in sales and marketing, I have never been exposed to a more results-oriented day."

CHRIS ROBERTS
VP Marketing, MASTERGUARD, L.P.

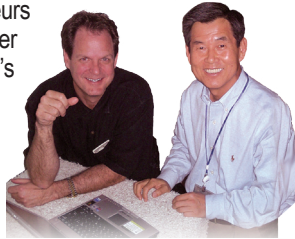
"Tony teaches the essentials that will accelerate success through increasing sales, driving brands, being more persuasive, and saving time through the use of proven processes."



3 THINGS Tony can do for you

2 Results Coaching

Tony Jeary has personally coached the CEO's and executives of some of the world's greatest corporations, which include Firestone, New York Life, Wal-Mart, Samsung and scores of others. He also personally works with entrepreneurs and owners of smaller businesses. Tony's coaching clients all have one thing in common: they are already successful but have a desire to become even more effective. Tony works with each of his coaching clients personally and helps them become more effective based on their priorities...their objectives...and their vision. Each coaching engagement is customized and tailored to the real-world needs of the client and Tony brings 25 years of best practices and tools to help each client achieve superior results faster.



Tony coaching Mr. Kim,
President of Samsung

3 Interactive Keynote Experiences

Tony accepts a limited number of speaking engagements each year and delivers powerful presentations on his primary topics: Strategic Acceleration, *Succeed At The Speed Of Life* and *Life Is A Series Of Presentations*. Tony knows that peoples' time is valuable and they want three things from a speaker. They want to be inspired, they want value (practical, usable tools and processes they can take away and put into practice immediately), and they want a powerful message that changes things where results accelerate. Tony Jeary delivers these with professionalism, humor and by creating an engaging environment at all his events (whether it's 10 people or 10,000). His audiences leave energized, synergized, and empowered to take a fresh approach to vision execution.

It's one thing to motivate people and quite another to give them the useful tools that they can use to produce more. If you seek a speaker who will charge up your people with real inspirational conversation from the stage and share proven practices that work, with the foundation of good old-fashioned prep, Tony Jeary should be your choice.

What People Say about Tony's Executive Coaching



"I am not only impressed with your coaching skills but more importantly with your genuine commitment to supporting your clients and building a true partnership."

TOM GRIMM
President & CEO SAM's Club



"You are my respected coach and secret weapon."

DOUGLAS HAMM
Division VP, GE Financial

What People Say about Tony's Speaking and Business Events



"As usual, your work with the Dallas Ft. Worth Financial Planning Association has exceeded our expectations."

KEVIN GRANT
President, Financial Planning Assn., Texas



"Your team delivered on its commitment and our HP Americas sales kickoff was a huge success with your team making a significant impact in the success of the event."

RICH GERAFFO
SVP & Managing Director, Hewlett Packard



● *The secret is having a strong advisor whose role is to help you perform at peak everyday...someone who can see what you can't see while you're focused on other priorities...someone who continually provides clarity and refocuses your efforts to achieve results fast.*

For two decades, Tony has personally coached presidents and CEOs of some of the largest companies in the world. Presidents from Firestone, Ford, New York Life, Samsung, SAM's Club, and even the president of the largest corporation in the world, Wal-Mart, have been coached by Tony. Why? Because distractions are everywhere, and without clarity and focus, people and organizations will fail to be their best, and today's world demands people be at their best to succeed.

Tony flies people in to collaborate at his estate... located in the Dallas/Ft. Worth area, where he has built a top-of-the-line, state-of-the-art facility which is called "The Strategic Acceleration Studio." The Studio is set up as a mock boardroom, where Tony and his hand-selected team coach the world's best. People fly in from around the globe to spend a day with him. Clients from India, China, Japan, Korea, Australia, Mexico, Germany and the US have discovered that what Tony has is special, and the methodology is now available in many formats for everyone to have access. The book was launched in March of 2009, and quickly hit the best seller lists. It's now available in audio, published by Amazon's Brilliance Audio division, available in electronic format for the Kindle download, on an Apple iPhone application by Six Voices, and even on the new PlayAway system at airports everywhere.

● *Distractions are everywhere and without clarity and focus, people and organizations will fail to be their best, and today's world demands people be at their best to succeed.*



• The Strategic Acceleration Methodology

- A lack of clarity, focus and execution are the three enemies of speed and results. Here's why:

LOW ORGANIZATIONAL ENERGY

(It's an absence of clarity)

Leaders find it difficult to act swiftly and competently on a daily basis if clarity is missing.

CLARITY is the ability to get clear about what you really want to achieve. You must know where you are today and where you want to go.

OBJECTIVES: must be stated clearly and understood by all.

ORGANIZATIONAL INDECISIVENESS

(It's a lack of focus)

Reaching your goals requires real focus. Are you able to cross the gap between current conditions and your ultimate vision? (Hint: it's all about focus.) When you lack focus, decision-making becomes difficult and a culture of indecisiveness may develop.

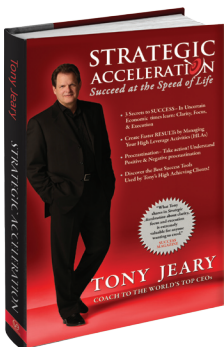
FOCUS is the ability to avoid distractions so you can identify and concentrate on High-Leverage Activities that produce the most significant RESULTS.

LIMITED EFFECTIVENESS, GROWTH AND RESULTS

(Poor execution is the root cause)

Your goals and desired RESULTS only become a reality if you successfully shift clarity and focus into action. Poor execution can stunt your growth, curb your effectiveness, and limit your RESULTS.

EXECUTION depends on the ability to use strategic communication to get results faster.



1. Document with clarity your vision and objectives
2. Create a congruent focused plan
3. Execute leveraging Communication Mastery™

“If anyone ever asks me who I know to help them get a strategic handle on their situation and find solutions fast, I will simply say, ‘Tony Jeary.’”

— JOEL BARKER, FUTURIST AND AUTHOR OF THE BUSINESS OF PARADIGMS



Private, unique, motivating...

Get ready for the most significant, powerful day in your life as it relates to elevating your business or your career. It happens when you spend a day with Tony Jeary in his *Strategic Acceleration Studio* in Dallas, Texas. It is a day that

is absolutely packed with powerful moments of opportunity recognition and growth strategies that will really work! The Strategic Collaboration day with Tony Jeary utilizes a powerful collection of tools, resources, processes and proprietary tools that swiftly move participants through thought processes and decisions that shape execution of their vision and strategies into a laser like focus.

The 25 year arsenal of resources available in the *Strategic Acceleration* facility is extensive and immediately accessible by Tony as he works with his facilitation support team. Participants have access to critical data related to best practices within many diverse industries. (Note, Tony has worked with over 1,000 organizations.) The material includes his personal summary of over 2500 of the best business books ever written, as well as audio and video clips that provoke thought and creativity. Tony expertly blends all of these resources into a powerful facilitation process that produces dramatic results, quickly. **Clients often say “what you did in one day would have taken us weeks;”** The specific tasks and actions accomplished during sessions often include:



... a stimulating environment

Creating/Affirming The Vision:

Gaining clarity for an individual or an organization’s business is the first step in the Strategic Acceleration sessions with Tony. The agenda for creating the vision contains activities that produce the following:

Documentation of Core Objectives: The strategic objectives from the facilitation process are clearly established in detail.

Clarifying the Vision: Tony leads participants through a proprietary process that culminates in a clear statement and laser focused understanding of the vision. The process involves, but is not limited to:

Determination of Purpose and Value:

Real clarity is only achieved when the value and purpose of a vision has been clearly stated.

Tony leads participants through 13 specific issues that relate to value and purpose, some of which are:

Competitive Comparison – Understanding competitive advantages and disadvantages are key to the development of a powerful unique selling/marketing position. Tony facilitates a proprietary process that produces clarity on the strategic issue of defeating the competition.

Persuasion and Strategic Presence – Every leader and every business continually creates images of influence that contribute to success as well as failure. Tony facilitates new understanding of this strategic component of Communication Mastery by leading participants through 25 strategic elements that impact images of influence.

Strengths & Opportunities – Tony facilitates participants through a process that identifies not only the strengths that will support execution of the vision, but identify the real opportunities that exist for future growth and success.



Top CEOs experience the studio, like Mr. Jeong Han Kim President of Samsung

High-Leverage

Activities – You will identify and agree upon the *High-Leverage Activities* that must become the action priorities to create focused results!

*We accomplished more in one day at your studio that normally would take us three months to do.
Thanks, Tony!*

Go to www.tonyjeary.com and take the free **STRATEGIC ACCELERATION ASSESSMENT!**

The Strategic Acceleration Studio

Focusing the Team:



Inspired, focused and synergized

The session allows you to access his Best Practices room as well as his 20,000 person Rolodex that can open doors to tons of opportunity.

The basic components can include:

- The Belief Window and uncovering Blind Spots
- The Inspirational Model for Persuasion
- Creating Images of Influence and *Strategic Presence*
- Creating Performance Standards for Team Alignment
- The *Presentation Universe* (of Opportunities)
- The Strategic Information Arsenal

The final stage of the facilitation event produces an Action Blueprint to propel you forward and empower you to execute your vision.

The Action Blueprint contains:

- Clear Specific Strategies & Objectives
- Specific list of *High-Leverage Activities* needed to execute strategies and objectives
- Specific list of tangible and intangible resources needed to execute the strategies assigning ownership of action steps with time-lines

What People Say about Spending a Day With Tony



"Our execution as an organization has improved 5-fold with his facilitation."

RAY GREER
President, BNSF



"You have a rare knack for helping your clients unlock their minds, and I look forward to many more enlightening sessions at your studio."

CHRIS PHELPS
Assoc. Publisher, D Magazine



"It often takes weeks and months to formulate a plan. It was amazing to watch you keep our senior management team focused and driven to turn out the best results during our powerful one-day strategic planning session."

HEIDI VAUGHN
Director of Marketing,
Collegiate Development Services



"Thanks for a truly outstanding day. It was a day that was long overdue for our team."

EDWARD WENZEL
Vice President, AMR Investments



"I wanted to thank you for the outstanding work you have done to help the HP Americas team accelerate its growth strategy."

— RICH GERAFFO, SVP & MANAGING DIRECTOR, HEWLETT PACKARD



"I must tell 20 to 50 people a year about how helpful you were to me I swear I got more mileage from the money I spent with you than probably any money I've ever spent."

—DAVID LESH, FOUNDER, DALE DENTAL

American Airlines®

Mr. Tony Jeary
Tony Jeary International
8105 Firestone Drive
Flower Mound, TX 75022

Dear Tony,

It seems appropriate at year's end to drop you a brief note to acknowledge and celebrate the success of our continuing relationship. It has become quite clear to both me and my team that our customer results have accelerated in the past year as a direct result of our engagement.

American Airlines has a storied and rich history of excellence. However, with many missions on our corporate agenda, a heightened focus was needed for us to move the dial. What we had in hand was clarity of mission for our Customer Experience team, but our sessions have brought the focus needed in key areas to execute around our circle of influence within AA.

The sessions are high energy. Your facilitation of those has helped us take away executable tasks that are aiding in our positive momentum. A clear success has been in the area of strategic communications enabling us to move faster to achieve our goals and in gaining enhanced alignment of our 84,000 fellow employees.

2010 will once again bring with it more challenges to the airline industry, thus, opportunities for my team. I look forward to those with open arms and have high expectations in our ability to continue our positive momentum and accelerate our overall company results around the Customer Experience.

Mark P. Mitchell
Managing Director
Customer Experience
American Airlines

P.O. BOX 619616, DALLAS/FORT WORTH AIRPORT, TEXAS 75261-9616

Strategic Acceleration Testimonials



"I am not only impressed with your coaching skills, but more importantly, with your commitment to supporting your clients and building a true partnership."

— TOM GRIMM, PRESIDENT & CEO, SAM'S CLUB

● Firestone

"The biggest benefit came when you helped us with strategic planning; your process helped keep it from falling into a predictable exercise, manage difficult personalities, and get engagement that yielded great results."

— MIKE GOREY, PRESIDENT, FIRESTONE DP



Michael K. Berry
President
817.224.6012

Via U.S. Mail

Mr. Tony Jeary
President & CEO
High Performance Resources, Ltd.
8105 Firestone Drive
Flower Mound, Texas 75022

Dear Tony:

Your work associated with Hillwood's end of the year "continuous improvement" retreat was outstanding. You have a style that instills energy and confidence into our associates while allowing them to understand the importance of self improvement. The subsequent training session which focused on enhancing our manager and administrative support relationship has already shown positive results. Expectations are now very clear and our productivity and effectiveness in this area of our day to day operation has significantly improved.

Thanks to you and your staff, we are a better organization today as a result of our relationship with you over the last two years.

Sincerely,

Michael K. Berry

MKB/kh

13600 Heritage Parkway Suite 200 Fort Worth, Texas 76177 Phone 817.24.6000 Fax 817.224.6060 www.hillwood.com



“Any strategy can be dramatically enhanced, and execution intensified, when an organization has clearly articulated and communicated their strategies and tactics throughout all levels of the organization. Tony Jeary’s methods are the most critical and final step in assuring maximum success in any organization, be it the largest corporation or even your household. Without utilizing his methodology, even the best strategy will be suboptimized!”

**— MIKE GADE, CMO,
7-ELEVEN**



More Surprises For Less

608 S.W. 8th Street, Bentonville, AR 72712-6297

Telephone (501)277-7350

Thomas R. Grimm
*President & CEO, SAM'S Club
Executive V.P., Wal-Mart Stores, Inc.*

Mr. Tony Jeary
High Performance Resources
8105 Firestone Drive
Flower Mound, TX 75022



Tony and Tom, a true partnership

Dear Tony:

I would like to express my appreciation for your role in supporting me personally as well as my entire executive team. Since our first session together, preparing for my stockholders presentation and the success of that speech, I have been inundated with compliments from my peers and associates.

I am not only impressed with your coaching skills but more importantly with your genuine commitment to supporting your clients and building a true partnership.

I am convinced that with your help and support my team and I are now better able to communicate the value of our business with our associates, stockholders and analysts.

It has been a pleasure working with you, John Davis and Debbie Salladay. I look forward to working with you again soon.

Best regards,

Tom Grimm
President & CEO
SAM'S Club, a Division of Wal-Mart Stores, Inc.

TRG:llw

Strategic Acceleration Testimonials



"I have never received so much positive feedback on a single speaker."

— **BILL TODD, EVP,
MARRIOTT HOTELS**



"You bring professionalism, expertise, knowledge and the gift of self to grow the human potential."

— **SUSAN ABAR, VP,
HUMAN RESOURCES,
DR PEPPER/
7UP COMPANIES**



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Suite 1000
Dallas, TX 75204
Phone: 214.740.6500
Fax: 214.740.6556
www.srcp.com

Mr. Tony Jeary
High Performance Resources
8105 Firestone Drive
Flower Mound, TX 75022

Dear Tony:

I want to thank you for the contributions you have made to SOURCECORP as we have grown from a start-up to a \$400 million public company in the last nine years. Since we met approximately four years ago, we have utilized your services in several different ways to address some of our company's most important issues.

Your most recent involvement in the full day presentation and workshop concerning Presentation Skills at our National Sales Meeting in Dallas was one of the highlights of the week. Everyone felt as though they learned something new and in particular, learned skills that they could put to work at specific customer situations immediately.

Your involvement in facilitating senior management planning and strategy sessions has been valuable in clarifying key issues, building consensus and developing action plans. These are effective team building events which are particularly important in a highly decentralized organization like SOURCECORP.

I believe one reason you are so effective is the fact that you are always very prepared, do your homework ahead of time to identify how to deal with issues important to the audience, connect to the audience in a relevant manner, and are flexible enough to address new issues that develop during the sessions. I also recognize the contributions from your team, which allows you to focus all of your time on your highest value added.

And of course, I very much value your assistance on some of my personal priorities, such as the keynote address that I need to make very soon. As you know, I would highly recommend your services to others.

Best regards,

Ed Bowman
President & CEO
EB:tw

About Tony

When the world's top executives and high achievers seek a strategic collaborator, many are led to Tony Jeary. Tony has coached CEOs from companies like Wal-Mart, SAM's Club, New York Life, Samsung, Firestone, Ford, Shell, Texaco and Qualcomm, as well as entrepreneurs from the Forbes 400 richest list. Tony's focus is to help people and businesses accelerate their success and achieve superior results faster!

Coach to the World's Top CEOs and High Achievers

Tony focuses his clients on the methodology presented in his book, *Strategic Acceleration, Succeed at the Speed of Life* (Perseus Books, March 2009). Tony has invested his life and career in helping others discover new clarity for their vision, develop focus on direction and create powerful execution strategies that strategically impact achievement and results. Those are the components at the heart of the *Strategic Acceleration* methodology.

Tony has been described as a gifted encourager who facilitates positive outcomes for others. He brings fresh energy to his audiences that they do not have within their own organizations. **Ray Greer, CEO of BNSF said, "All things remain at rest until energy is applied and Tony will transfer his energy to you and your team!"** Tony believes that all of us live in a world of competing priorities and need to periodically adjust our road map to keep us on track and disciplined. He helps people understand why distractions are the number one danger to creating superior results and how to identify and focus the *High-Leverage Activities* that have the power to really move the results needle.

In today's fast paced world Tony knows that people want to be inspired and they also want tools and ideas they can implement immediately. Tony Jeary delivers both of these with professionalism, humor and by creating a participatory environment at all his events. His clients are energized and empowered to take a fresh approach to vision execution. Tony challenges his clients at the level of strategic thought and his goal is to increase the "Strategic IQ" of all who hear him. Tony believes people must carefully balance the efforts between strategic and tactical. Most need to step back and think more, strategize and focus their efforts. Strategic IQ is operating with the right balance. If you seek a speaker, advisor and/or coach who understands how to quickly lead you to faster results, Tony Jeary — The RESULTS Guy™, should be your choice...25+ years of helping the successful be even more successful.



TONY'S SERVICE: WHAT CAN WE DO FOR YOU?

- RESULTS Coaching
- Interactive Keynote Experiences
- Strategic Facilitation
- Social Equity get connected
- PLUS his publications



Over 30
Powerful Titles

The RESULTS Guy™

Imagine

Ask yourself:

Am I really operating at peak performance?

If the answer is uncertain,
imagine going to another level.

Not just the next, but the ultimate —
THE MASTERY LEVEL. *Imagine having the secret weapon to propel yourself to the atmosphere of the world's top achievers.*

*Churchill had his army,
Kennedy had the gifts of
communication and charisma,
Lincoln had strategy.*

What's your secret weapon?

The secret is having a strong advisor, with a whole team behind him, whose role is to help you perform at peak everyday...someone who can see what you can't see while you're focused on other priorities...someone who continually provides clarity and refocuses your efforts to achieve results fast.

- Help you shape your brand, clarify your vision (for you and your organization), and focus on High Leverage Activities that allow you to execute and produce exceptional results.
- Help you choose what to read, teach you how and with whom to network, and connect you with the right suppliers, advisors, customers, and clients.
- Share best practices from all industries worldwide and cross-pollinate ideas for you.
- *Imagine* what the ideal strategic coach would do for you, and what he could help you see, discover and produce!

Now ask yourself:

If that strategic coach were expensive, would it be worth it? What if his track record spanned over two decades? What if you said to yourself, "I'm already successful and yet I want to go to another level for myself and my organization"?

You should say "yes," and get started deploying Tony and his hand selected team to help you now!

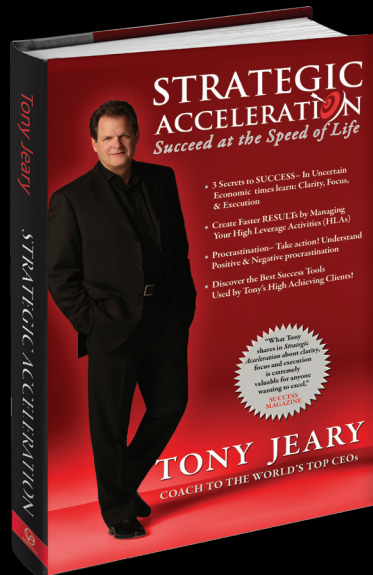
- *Imagine where you could be, where you could lead your organization, what results you could achieve if you had The RESULTS Guy™ on your team.*

Some of our clients



CLARITY • FOCUS • EXECUTION

Helping the most successful
**GET THE RIGHT
RESULTS ... FASTER**



Life Is A Series Of Presentations

Inspire Any Audience

Designing Your Own Life

Gaining 100 Extra Minutes A Day

Purpose-Filled Presentations

Meeting MAGIC

Communication Mastery™

We've Got To Stop Meeting Like This

Success Acceleration

Monday Morning Communication

Persuade Any Audience

Speaking From the Top

TonyJeary.com or call **817.430.9422**

The RESULTS Guy™