



Sales Introduction/BIO For Dr. Jeffrey Magee, PDM, CSP, CMC -

Our speaker today has been called one of leading “*Leadership & Marketing Strategists*” today ... he started his first business at age 15 and sold it before going to college. By age 24 he was recognized by a Fortune 500 company as their top salesman in the nation, while at the same time becoming the youngest certified Sales Instructor in the world for the **Dale Carnegie Sales Course**. After experiencing downsizing in 1987 he went on to work as a sales associate for the nations largest educational and youth advertising/marketing firm Target Marketing, and was promoted to Vice President of Sales and Chief Operating Officer within two years!

Our speaker is well credentialed. He is a *Certified Speaking Professional*, a *Certified Management Consultant* and a *Certified Professional Direct Marketer* and has been recognized as one of the “**Ten Outstanding Young Americans**” known as TOYA by the U.S. Junior Chamber of Commerce. A three term President of the Oklahoma Speakers Association, and awarded twice their Professional Speaker Member of the Year, today the Chapter’s outstanding member of the year is awarded the “*Jeff Magee Member of the Year Award*”!

Today, Magee is the writer of the national Leadership Column that you may have seen in your own local business newspaper, writer of Performance Driven Selling eZine, serves as the publisher of **PERFORMANCE Magazine®**, and is the author of more than 20 books, transcribed into multiple languages, including 4 best-sellers. His McGraw Hill book, the **Sales Training Handbook®**, sold out its first international print run in just three weeks and has gone on to be an international best-seller in China, United Kingdom, Singapore, and Poland. And his current sales book **it!®** is already into multiple print editions! **PERFORMANCE DRIVEN SELLING®** is a best selling audio program as well.

Many of the Fortune 100 firms today use Jeff for **PERFORMANCE EXECUTION®** in transformational selling and recruiting strategies and tactics.

IN fact the United States Junior Chamber contracted with Jeff to design the integrated train-the-trainer program ACTION INSTITUTE on membership recruitments for the national organization. And, Magee was commissioned to design, train and present a new series of national leadership and sales recruitment programs for more than the 5,000 professional sales recruiters and sales managers with the **US ARMY National Guard**. For this he has subsequently received the prestigious **Commander’s Coin of Excellence!**

The *London Business Gazette* has hailed Jeff as “An American Business Guru” ... Recently President Bush and the United States ARMY National GUARD recognized him with the high honor of the “**NATIONAL Guards Total Victory & Freedom Medal of Honor**” for his work with the nationals GUARD Recruiters, in fact of the top ten States last year, eight were his clients. However, more important than Magee’s credentials and accomplishments, he is here today to deliver ideas we can use immediately to improve our own personal performance.

Please help me welcome best selling author, Dr. Jeffrey Magee