

JAY MCCHORD

Leadership | Communication | Sales Skills

Keynote & Training Topics

- Equipping Leaders to Lead in a Virtual World
- Multi-Generational Workplace
- Dynamic Leadership
- Effective Communication
- Thriving in Chaos
- Creative Process
- Team Building
- Increasing Sales Effectiveness
- Winning Conversations
- Finding Your Competitive Niche & Compelling Differentiation
- Customer Service
- Navigating Change
- And Others!

Example of Services

- Keynote Speaker
 - In-Person
 - Virtual
- Expertise in Training Leaders and Key Influencers
- Training Sessions
 - In-Person
 - Virtual
- Presentation/ Pitch Skills Training
- Keynote Speech Development
- Training Trainers on Skills and Effectiveness with Audiences
- Group Facilitation
- Executive Coaching



"One of the best, most insightful, powerful, motivating and relevant speakers I've ever heard."

- Jack Kelly
CEO, Goodwill Games
USA & Russia



Jay McChord is a highly requested speaker, trainer and consultant to companies, institutions, and organizations globally.

Recognized as an authority on the **Multi-Generational Workplace** and the emerging, **Remote Work/Virtual Environment**, Jay's high value content and high-energy live, virtual, and hybrid events have earned him the nickname of "Your Chief Encouragement Officer".

Jay brings a unique perspective to his sessions as a former Global Senior Sales Trainer for a multi-billion dollar international technology company, an elected official, published author and military artist. Jay's connection to each audience sparks encouragement, energy, enthusiasm, and passion. Jay and his wife, Jennifer, have two children, Riley and Davis, and make their home in Lexington, KY.

McChord, Inc. | (859) 492-6555 | mcchordinc@gmail.com | www.mcchordinc.com

JAY MCCHORD

TESTIMONIALS

“I saw Jay take a room full of veteran sales reps through training concepts that armed them with new skills that had an immediate impact on confidence and performance. Jay has a unique talent for bringing out the best in people, especially in the face of adversity. If you need a resource to help you unlock hidden potential, work with Jay McChord.”

- Mark B.
Fortune 500 Company

“Jay McChord's positive energy is contagious and it comes alive when he is speaking in front of large groups. I've never been so excited to attend training classes and it is all because he makes working fun, while ensuring the content is being absorbed.”

- Mara C.
SaaS Security Company

“If you are a business owner, head of recruiting, sales leader, head of human resources, or someone similar, Jay is the guy you need to work with your organization to motivate and recruit the best and brightest people. Jay will teach your team how to communicate and sell effectively to the multi-generational workforce.”

- Rick K.
Fortune 500 Technology Company





RELEVANT LEADERSHIP

Relevant Leadership

Leading & Communicating in the Multi-Generational, Virtual Workplace

Did you know that **EVERYTHING** is changing in our workplaces?

Consider...

- The average attention span of someone today is less than 8 seconds.
- There are up to 5 separate generations working side by side.
- We will not go back to pre-COVID ways of working.

How effective are YOU at leading and communicating in today's live, virtual and hybrid workplace?

How successful have you been in dealing with the challenges created by the pandemic such as the rise of Remote Work and Virtual Teams?

How well are you navigating the challenges created by so many separate generations working together? Challenges such as Boomer retirements, Millennial replacements, Gen-X leadership styles, and the emerging impact of Gen-Z?

How are you approaching the ongoing challenges of recruiting and retaining top talent, managing and motivating your team(s), the ever-expanding digital divide, customer service demands, along with marketing and messaging effectiveness?

What you will get from this session:

- How to successfully navigate the short attention-span, multi-generational, virtual workplace.
- How to take your leadership and communication effectiveness to a new level.
- How to become the most Relevant Leader in your profession, industry, or community.

Relevant Leaders are those who know the times and know what to do. This session is built to assist you to do both!



Jay McChord is a highly requested speaker, trainer and consultant to companies, institutions, and organizations globally.

Recognized as an authority on the **Multi-Generational Workplace** and the emerging, **Remote Work/ Virtual Environment**, Jay's high value content and high-energy live, virtual, and hybrid events have earned him the nickname of "Your Chief Encouragement Officer".

Jay brings a unique perspective to his sessions as a former Global Senior Sales Trainer for a multi-billion dollar international technology company, an elected official, published author and military artist. Jay's connection to each audience sparks encouragement, energy, enthusiasm, and passion. Jay and his wife, Jennifer, have two children, Riley and Davis, and make their home in Lexington, KY.

McChord, Inc. | (859) 492-6555 | mcchordinc@gmail.com | www.mcchordinc.com