

Jeffrey L. Magee, Ph.D., Biography

Jeff Magee has been called one of leading “*Leadership & Marketing Strategists*” today ... He started his first business at age 15, sold it before going to college and had penned more than 100 newspaper columns appearing in major daily newspapers before age 21. By age 24 he was recognized by American Home Products, a Fortune 500 company, as one of their top salesmen 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!

For the past twenty-one years Jeff has lead the team at **JEFF MAGEE INTERNATIONAL / JMI, Inc.** as one of the industries leading human capital talent management and development niche’ firms. As a tax payer, payroll provider and employer he has learned that theories are good, but it is the practicum and reality that pays the bills.

As a performance execution Coach he is well credentialed. He is a *Certified Speaking Professional (CSP)*, a *Certified Management Consultant (CMC)* and a *Certified Professional Direct Marketer (PDM)* and has been recognized as one of the “**Ten Outstanding Young Americans**” known as TOYA by the United States 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*”!

For year’s Magee has participated in awarding an annual scholarship to an emerging professional Member of the Oklahoma Speakers Association Chapter – “*The Magee-Stovall High Impact Emerging Speaker Award*” and has an endowed Scholarship at his undergraduate alma mater, Baker University in Baldwin City Kansas.

Today, Magee is the writer of the national Leadership Column that you may have seen in your own local newspaper, serves as the publisher of the national success publication, ***PERFORMANCE Magazine®*** (www.ThePerformanceMagazine.com) and is the author of more than 20 books, transcribed into multiple languages, including 4 best-sellers. His Dissertation was converted into a text, ***Yield Management*** and was the #1 selling graduate management school textbook in 2000 for CRC/St. Lucie Press. His 2008 release of ***it!***, an innovative turn-key approach to selling expanded his 2004 work in the McGraw-Hill best selling ***THE SALES TRAINING HANDBOOK*** for performance execution among sales professionals and military recruiters nationally.

Go to www.JeffreyMagee.com, www.amazon.com, or www.BarnesNoble.com for all of his available books, audios, and down loadable videos for your self-development library today.

Many of the Fortune 500 firms from BOEING and Harley-Davidson to Anheuser-Busch, USA/NASA, and El Paso Energy today use Jeff for **PERFORMANCE EXECUTION®** in the areas of managerial-leadership effectiveness and sales training and coaching. He has also been repeatedly invited to share performance ideas with leading “think-tanks” like the Conference Board (the *Diversity Council* and *Human Resources Council* repeatedly), College Board and Boomer CPA Consulting Circles, as well as Keynote at many major Associations like the ABA, AICPA, Farm Credit Services, NSA, MPI, and ASTD across America. He has been invited to speak at **WEST POINT Military Academy** and the National GUARD on leadership!

In 2001 Magee was commissioned to design, train and present a 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!**

Powerful public human capital training seminar firms like CareerTrack Seminars and SkillPath Seminars have had Jeff design many of the skill development classes they have provided through their speaker-trainer teams to the market place over the past decade, including the design and narration of some of their top selling self development training videos, DVDs, and audio programs.

In 2007 Tulsa Oklahoma Mayor Kathy Taylor (D) appointed Jeff to a five year term as a Commissioner for the City of Tulsa’s Civil Service Commission (CSC). The CSC serves as the final authority to any civil service personnel and human resources policy, issues, endeavors, grievances and serves as the supervisory body for the City of Tulsa Personnel Director.

The *London Business Gazette* has hailed Jeff as “An American Business Guru” ... His home town of Tulsa Oklahoma Chamber of Commerce Awarded him the Small Business Administrations Business Publisher of the Year Award in 2008-2009 and the State of Oklahoma did the same in 2009. The United States ARMY National GUARD and President Bush recognized him with the high honor of the “**NATIONAL Guards Total Victory Team**” medal, for his service to the Nation’s GUARD.