

Joe Calhoun

Clarity that leads to action

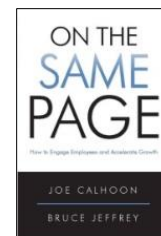


Business Planning – PriorityAdvantage™ A Proven Process to Plan and Achieve Positive Results

Effective leaders grow high-trust, high-performing organizations by getting and keeping their people on the same page. The place of unity is the place of power and progress.

Hundreds of small and mid-sized companies use the PriorityAdvantage™ process to:

- Develop a clear and compelling business growth plan
- Set, achieve, and celebrate progress on their most important priorities
- Better serve customers, employees and owners
- More effectively leverage resources – human, physical and financial



Satisfied clients include:



The PriorityAdvantage™ Process creates measurable results:

- Cornerstone Painting & Coatings doubled the size of their company in one year
- COBRAGuard grew 40% year-over-year for 2 consecutive years
- Central Packaging achieved record levels of customer satisfaction, employee engagement, revenue and profits

Jack Stack Barbecue, the Nation's top-rated BBQ by Zagat

"PriorityAdvantage™ helps us plan and grow, and develop the leadership in our organization. What's transpired has been nothing less than remarkable. In the last five years, we've seen double-digit growth and doubled our EBITDA."

If you really want to take your business to the next level, I recommend Joe Calhoun and PriorityAdvantage™!"

- Case Dorman, President
Jack Stack Barbeque



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Speaking by Joe Calhoon, CSP

Keynote Speeches to Inspire, Educate and Entertain

Every Meeting Planner is looking for creative ways to inspire, educate and entertain their audiences.

Associations and Corporations are best served as Joe Calhoon:

- Develops and delivers a highly customized, meaningful presentation
- Engages the attendees with appropriate humor, memorable stories and dynamic interaction
- Provides valuable take-home ideas that improve professional and personal performance

Joe Calhoon, a Certified Speaking Professional with the National Speakers Association, has delivered over 3,000 presentations to more than 600 organizations. Joe's speaking services have been recommended by Stephen Covey, Bob Buford, Zig Ziglar and a wide range of satisfied clients.

Satisfied clients include:



Northwestern Energy is a highly respected utility company that serves Montana, South Dakota and Nebraska. Joe worked with Bob Rowe, President & CEO, and the HR Team to develop and deliver a presentation at their Leadership Conference on September 23, 2015 in Anaconda, Montana.

Joe Calhoon's presentation at this year's Chautauqua Leadership Conference had a great effect on everyone present. We all learned how to be more effective in our work lives and in our personal lives.

Joe was also great to work with before and after Chautauqua. Joe did his homework, customized his program to meet our needs, connected with our 200 leaders, and delivered valuable content with a highly engaging style.

- Bob Rowe, President & CEO
Northwestern Energy



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Leadership Development – LeadershipAdvantage™

A Proven Process to Develop Your Leaders

Every organization and every endeavor succeeds (or fails) as a result of leadership.

LeadershipAdvantage™ strengthens leaders as they:

- Identify, develop and utilize each person's unique strengths
- Improve emotional intelligence
- Learn and apply the habits of great managing
- Measurably improve employee engagement
- Set, achieve and celebrate progress on the most important priorities

Satisfied clients include:

Barge Forest Products Co.
&
C.A. Barge Timberlands, L.P.



Barge Forest Products provides faithful stewardship of 52,000 acres of Southern Pine. In 2006, David Barge and the Mississippi Forestry Association utilized PriorityAdvantage™ to develop their Association's Strategic Plan.

The next year, David and four generations of the Barge family developed a unified purpose for their family-owned enterprise.

In 2015, Barge strengthened their leaders with LeadershipAdvantage™.



We had been working with Joe Calhoon for ten years implementing his strategic planning and achievement process, so we knew that he could lead our team.

Joe customized his leadership training to fit our culture, led outstanding training sessions, and allocated extra time for personal counseling and coaching.

I highly recommend Joe Calhoon.

- David Barge, President
C.A Barge Timberlands, L.P.

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Surveys and Assessments – PriorityTools™ **Providing Clarity for Personal and Business Growth**

With appropriate information, leaders make better decisions.

These time-tested tools allow your team to quickly and cost effectively:

- Measure organizational health
- Measure customer satisfaction
- Identify individuals' strengths
- Assess leader's effectiveness

Organizational Health Assessments (OHA) – The Organizational Health Assessment helps leaders dig deep into their organization's issues in order to create significant improvements. The OHA gathers and reports data related to the six capacities of high-trust, high-performing organizations. We administer the on-line assessment, compile the data and debrief the results with strategic recommendations from Joe Calhoon.

The 3-Question Customer Satisfaction Survey - In less than three minutes, your customers provide you with valuable feedback. You will receive a written report including your Net Promoter Score and verbatim customer comments.

Strengths Assessments - Strengths Assessments reveal how your team members get their best results and how to work together more effectively. The results from the Assessment don't concentrate on *weaknesses to fix*; instead, strengths are understood, developed and utilized.

Leadership Assessments - The 360° Leadership Assessment provides extensive data to help individual leaders improve their leadership effectiveness. The Assessment gathers and reports specific data related to the six capacities of high-performing leadership. Leadership coaching from Joe Calhoon is included.

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Agriculture

Mosaic,
ArrMaz Custom Chemicals
Barrett Farm Supply
Agspring

Associations

National Auctioneers Association
American Business Women's
Association
Minnesota Health & Housing
Alliance
Mississippi Forestry Association
Missouri Community College
Association

Auctioneers

Miedema Asset Management
Group
Thompson Carr Auctions
Wilson Real Estate Auctioneers

Automotive

Randy Reed Automotive
Missouri Auto Dealers Association

Banking

UMB Bank
Country Club Bank
Missouri Bankers Association

Chambers of Commerce

Austin Chamber of Commerce
Fargo Chamber of Commerce
Kansas City Area Chamber of
Commerce

Conglomerate

GE
Kimball International
3M

Construction/Services

Cornerstone Painting & Coatings
Strickland Construction Company

Education

Young Presidents' Organization
Young Entrepreneurs
Organization
Helzberg Entrepreneurial
Mentoring Program
Continuing Education at Sea
Convene
Cornell University

Energy

Alabama Power
Helmerich & Payne

Engineering

National Society of Professional
Engineers
Burns McDonnell
O'Brien & Gere

Financial Services

Frank Russell Trust Company
Northwestern Mutual Life
IPFS

Franchises

Cruise Holidays International
Expedia CruiseShip Centers
Home Cleaning Centers of
America

Golf

Club Managers Association of
New York
New Albany Country Club
Tiffany Greens

Government

Federal Reserve Bank of KC
US Coast Guard
US Department of Agriculture

Healthcare

American Osteopathic
Association
COBRAGuard
Pro Partners MD
Marion Labs

HVAC

A.B. May
Air Assurance
LBA Air Conditioning, Heating &
Plumbing
United Heating and Cooling

Hospitality

American Hotel and Lodging
Association
Broughton Hospitality
Host Hotels & Resorts
Ritz-Carlton Hotel Company
Sandestin Golf and Beach Resort
The Sagamore

Insurance

Lockton Companies
Allied National
General Agents and Managers
Association

Manufacturing

Senninger Irrigation
Regal Boats
Taylor Forge Engineered Systems

Non-Profits

Greater KC Community
Foundation
Fellowship of Christian Athletes
Kanakuk Camps
Called to Greatness

Real Estate

Kansas Association of Realtors
RE/MAX
Sperry Van Ness

Restaurants

Applebee's
Chick-fil-A
Jack Stack Barbecue
PB&J Restaurants

Retail

Best One Tire
bjin salon & spa
Bass Pro Shops
Best Buy
Central Packaging
Hallmark Cards

Service

KC Lawn & Landscaping
LEADER Worldwide Chauffeur
Service

Tech

Fishnet Security
Apple Computer
Microsoft

Travel

Carnival Cruise Lines
Holland American Line
Princess Cruise Lines

Wholesale

NORSK
Sysco