

IMPACT



TONY JEARY INTERNATIONAL



We're about impacting lives.



Working with pioneers and thought leaders of outstanding caliber year after year, I've been able to observe and develop distinctions, tactics, and proven best practices that allow me to be even sharper and more intentional in providing you with the best of the best.

TONY JEARY—The RESULTS Guy™



Positively impacting results for over 25 years!

TONY JEARY—The RESULTS Guy™

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INTRODUCTION

My platform as a member of Tony's team for almost two decades has given me one of the "best seats in the house" for observing the remarkable impact he's had on the lives of thousands of people. I've either edited or served as a ghost writer on most of the fifty-plus books Tony has authored; and I've seen firsthand how he and his hand-picked team have changed many lives and helped countless organizations excel, making their owners millions and even billions.

Tony has invested four decades into following his family's model of serving people, giving value, and doing more than is expected. His ingrained inquisitiveness about how to achieve extraordinary results in every area of life

Tony Jeary

- Four Decades
- Family Model
- Give Value, Do More Than Is Expected
- Extraordinary Results

surpasses that of anyone I've ever known, and it drives his commitment to learning and growing. And it's his passion for helping people win that fuels his life purpose—to share his learnings through books, speeches, coaching, videos, courses, and ***Collaborative Relationships, so they, too, can change their thinking and create better, faster, and long-lasting results.*** Consequently, he's had top achievers and world-class performers seek him out throughout his career to help propel them and their organizations into success.

Tony recently read and studied an article by Clayton Christensen called "How Will You Measure Your Life?" For Tony, it was already crystal clear—it's all about the lives he impacts. That's why he's built a most unusual arsenal of tools, best practices, published works, and courses; and he's developed and proven a methodology that dramatically impacts—Clarity, Focus, and Execution.

Together with his team, he creates life-changing experiences in his private studio.

In this book we've shared thank-you letters, testimonials, endorsements, and stories of some of Tony's highest achieving clients, who tell how their lives and organizations have been changed by "the Tony experience." Tony has personally coached, impacted, and learned from multiple millionaire/billionaire entrepreneur families—from many on the Forbes Richest 400 list to the CEOs of Walmart, Sam's Club, Ford, Shell, Texaco, TGI Fridays, Firestone, and Samsung, as well as the world's top network marketers. And while he's had the privilege of impacting their lives, they have also impacted his.

When you work with pioneers and thought leaders of such outstanding caliber year after year, you pick up distinctions, tactics, and proven best practices that allow you to be even sharper and more intentional in your own focus. Tony continues to absorb, learn, and share every day of his life.

This book has a simple purpose. If you're considering becoming a client, customer, or partner and want to foresee what kind of impact you can expect for yourself and your organization, read on. It's all genuine and real. We're about impacting lives.

Nonie

Nonie Jobe, *Life Team Member*

We use these six key tools to help winners win more and transform vision into reality, faster...



Contacts

Over 30,000 relationships with top performers in virtually all industries and disciplines.



Arsenal (IP)

In addition to the tools above, we have over 50 published works and dozens of courses.



Team

Hand-selected team of experts with an average tenure of 15+ years.



Publishing

TJI has over 50 published books and dozens of courses providing knowledge and best practices for results.



Tony Jeary Energy

Tony's infectious energy will help drive each initiative to execution and with faster results.



The RESULTS Center

Top achievers have discovered TJI's DFW located RESULTS center to be the perfect meeting facility for their leadership team.

Read on to understand the impact.

SPEECHES

A great speaker will engage, energize, and inspire.



I have never had such positive feedback from a single speaker.

BILL TODD—Marriott Hotels



“You rock!! Video was awesome- my survey results were tops. Thank you so much.”

—Stuart Johnson, Owner and CEO

**SUCCESS
PARTNERS®**

Stuart has a keen eye for spotting success and potential for success. He is the founder, owner, and CEO of SUCCESS Partners, the parent company of some of the most influential publications and services, including *Direct Selling News* and *SUCCESS* magazine. Over 30 years ago, Stuart started what is now known as SUCCESS Partners, one of the most highly regarded suppliers to the direct-selling channel of distribution. Focused on creating results through partnership, expertise, and innovation, SUCCESS Partners empowers companies by providing strategic and creative solutions for growth.

Tony has helped Stuart facilitate strategy in developing major events, launching products, and providing growth strategies for organizations globally. Their work together spans almost two decades, and together they leverage their respective strengths.



*“Tony, Great day. Tremendous feedback
about your session. Thank You.
You made a big impact.”*

—Rich Geraffo, EVP

“You were magnificent.”

—Maria Peninger Sutef

A V O N
the company for women



—Peter Galanis, Group VP

"Our ability as leaders to be clear on what we want, when we want it, and why we want it is really important."

ORACLE®

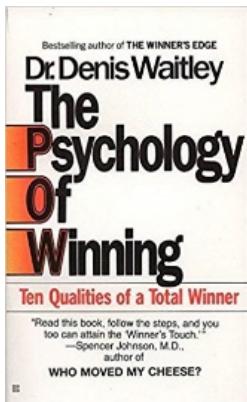
Peter is experienced in managing start-up divisions, adopting technology paradigm shifts, and leading organizational transformations. He is a market and brand leader with experience across today's next-generation IT disciplines, cloud-based hardware, database, enterprise software, software-as-service solutions, and platforms as a service.

Peter is known as a change agent and a transformational leader who leads from the front and inspires teams to embrace the limits of their capabilities. He has nurtured and promoted dozens of senior IT leaders during his career.

We first engaged with Peter during his tenure as HP Canada's President, when he was managing the Canadian territory. As a strong believer in TJI methodologies, Peter has asked Tony to become his lifetime coach.

"Tony has the unique ability to tailor his presentations to your specific needs. He presents in a very easy manner to understand and gets people involved; and at the end of the presentation, you are VERY glad you attended. He is truly a master at his craft."

—Alan R. Weiss, COO South Central Agencies



"Tony shows us presenting is not just about being on stage, it's about communicating our ideas in ways that inspire the enthusiastic support of others in all aspects of our lives. This is an important lesson for any winner."

—Denis Waitley, author of *The Psychology of Winning*



"I'm more than encouraged. With Tony... I am looking forward to the future!"



—Rob Flick



Rob is the fastest growing and largest eXp attractor, and is also the largest recruiter ever with Keller Williams to date. He is a special man with a special set of talents.

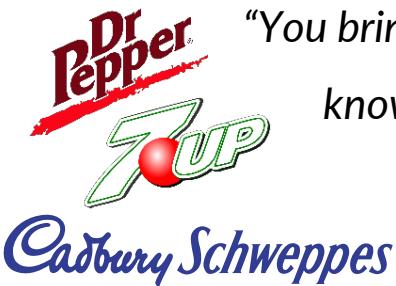
Rob developed a passion for passive income-producing strategies and is committed to coaching and mentoring other like-minded people to do the same.



Rob and his wife Jen teamed up with Tony after reading his popular book *RESULTS Faster!* Tony impacted Rob's thinking to such a level that he decided to bring him to his entire organization so he could constantly grow his leaders' thinking, as well.

“Tony came, engaged, motivated, and energized.”

—Brian Gareau



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

—Susan Abar



—Steve Dulin, Elder

“Tony has helped me get much clearer in my vision and what to do next to accelerate execution and strategic plan.”



In 1996, Steve founded MasterPlan Business Ministries, a Christian organization dedicated to assisting Christian businessmen in fulfilling their God-given purpose in every area of life. Today that vision has grown and is within Gateway. Steve is a special man and is a founding elder at Gateway Church, a 30,000-member church in Southlake, Texas.

“Tony consulted me on our business, one of the largest interior finish-out companies in the DFW metroplex. He also consulted on Kingdom Business Leaders, the largest church-based ministry to business leaders in the US.”

Steve came to TJI originally looking for a presentation coach, and that relationship blossomed. Tony also became his business coach and strategist, and Steve became Tony's parenting mentor. Both men love to learn and love to serve.



DENTISTRY BY DESIGN

To: Tony Jeary
From: Fred Slete, DDS

I have always enjoyed the "gathering of materials" in preparation, but you have instilled a legitimacy to the process for me. I love the concept of "objectives trump the agenda" or the "why trumps the how." The sharing of your 3D Outline™ will be a big time-saver, help in delivering the objectives, and assist in the thoroughness of preparation.

Personal techniques of movement, tools, personalization, varying voice levels are all takeaways to incorporate. I really am thrilled about how you took a large audience, broke them into round tables, and gave them time during the presentation to mix, converse, share, and "claim their learning" during the presentation. This is a concept in small study clubs I have used for years at the end of each day but have not been able to find a way to incorporate into a large group setting. This is genius. It builds value on the spot and allows individuals in the audience to speak within their groups and feel heard. It also allows for accelerated or compounded learning because you get to hear what those around you are learning. Wow.

On a personable level, the concepts of the interplay of Clarity, Focus, and Execution are a critical piece in the future success and achievement of goals and objectives.

I realize from our time together that I need to spend more time on Strategy and less on Tactical. Developing a clear Vision will help pull me toward it. I can build on this Vision by developing a Vision Board for my business, my family, and myself. I am so impressed with what you have done via this method. Just the table of contents you have for yourself is impressive.

This clarification will help me Focus on the HLA that will bring ideas and "wants" to a reality. Nothing happens until I take action.

Lastly, the DISC profiles were awesome. I would love to be able to do this with my Team in my office. The benefits of learning who we are, our natural strengths and personalities would be tremendously beneficial going forward. I would like to explore how we can test, score, and discuss this process with you. I can see the exceptional value of sharing this with my current Team, as well as in the recruitment process of any new Team members in the future.

I've been in dentistry for 30 years. I am a continuing education junkie and have heard hundreds of speakers over that time. From Zig Ziglar, Brian Tracey, Jim Rohn, and Denis Waitley...and all of the dental gurus out there. I put you at the top of that list. Your honesty, warmth, and sincerity make your message real and doable. Thank you for sharing your inspiration, methods, and coaching in such a generous way.

Now, it's on to Clarity, Focus, and Execution.



COACHING

A coach gives you a competitive advantage and accelerates success.



"This has been very powerful by compressing the time; high-value.
I'm leaving pleasurabley overwhelmed."

RICK SEARFOSS—Commander, Astronaut



***“Tony is my coach,
for life.”***



**Entrepreneurs'
Organization**

—Peter H. Thomas, Innovator and Franchisor

Co-founder of Entrepreneurs' Organization, Peter has been recognized as one of the leading franchisors, developers, and lenders of his time in North America, and has developed billions of dollars in real estate projects—from shopping centers, apartments, and condominiums to golf courses. He is the past chairman and founder of Century 21 Real Estate Canada Ltd., he founded Samoth Capital Corporation (now known as Sterling Centrecorp, Inc.), and he developed the Four Seasons Resort in Scottsdale, Arizona.

To ensure Peter is current and relevant in what is going on in business today, he and select partners (including Tony) have acquired a franchise company called Dogtopia, which they feel will revolutionize the Doggy Day Care business. Peter serves as chairman of this company.

As a savvy businessman for over sixty years, Peter remains committed to growing himself and others as long as he continues to breathe.

He chose Tony as his business coach when he discovered he was the only person he knew who was as intentionally goal-oriented as he was. He considers Tony his “business coach for life.”



“You’ve turned my world upside down with knowledge and opportunities I never knew existed. I can’t help but be successful in this new world I’ve entered. I flip your RESULTS coin all day long.”

—Dan Stoks





“Coaching with Tony, I have made HLAs a priority in my effort to build ‘legendary leaders.’”

JCurve digital 
where growth gets real

—Joanne Moretti, Founder and CEO

Joanne is a family woman with a great partner of 30 years and two really smart kids—a daughter who is a current Baylor Law School student, and a son who is a senior in high school and speaks four languages.

Joanne is a former Fortune 200 CMO and Go-To-Market Executive for Jabil, Dell, HP & CA Technologies. She currently serves on several boards/advisory boards and mentors four young women and one young man. She says, “Professionally, I empower sales. Personally, I empower women.

“Tony’s methodologies, and specifically his help in focusing me on High Leverage Activities, taught me how to create Strategic Acceleration for some of the biggest technology and manufacturing brands in the world.”

Joanne met Tony on an airplane when he was handing out *Strategic Acceleration* books to executives. Tony has since helped her design, develop, and implement her strategy for the award-winning HP Sales University and apply those same principles to her own consultancy, thereby helping six of the most disruptive technology companies in the world focus and create long-term and sustainable growth for their stakeholders.

CoxLaw FIRM

Sound Counsel. Excellent Service.

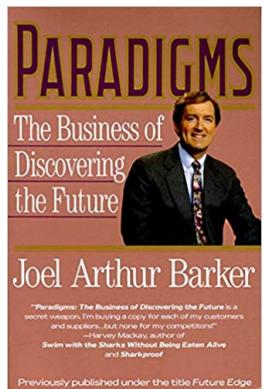
Tony - THANK YOU! THANK YOU! THANK YOU!
THANKS CANNOT CONVEY THE APPRECIATION I HAVE
FOR YOU FORWARD YOUR EXPERIENCES, METHODS, &
WISDOM INTO MY FAMILY'S HEARTS : MINDS! THE
EXPERIENCE FAR EXCEEDED MY EXPECTATIONS, AND I
AM SO GRATEFUL FOR THE WAY YOU ACTIVELY
SHARED & TAUGHT US ABOUT THE INCREDIBLE LIFE
THAT AWAITS US IF WE INTENTIONALLY EXECUTE
ON OUR MISSION : VISION & LIVE LIVES GROUNDED
IN OUR VALUES & INNATE GREATNESS!

YOUR BIGGEST FAN,

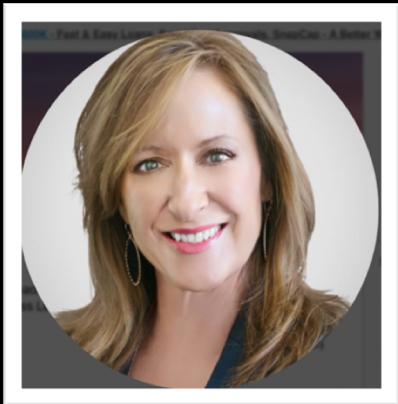
Ed Cox

"What a day! In fact, what a week of work in one day! You bring all new meaning to efficiency and effectiveness."

—Joel Barker, Futurist and Author



Previously published under the title *Future Edge*



“It was eye-opening to me that I am a brand, and I can be strategic about it or not.”



—Ginger Mollo, Sr. Director L&D

Ginger is a high-achieving, goal-focused leader with 20+ years of progressive retail and L&D experience, including 12 years of executive-level expertise. She is committed to delivery of first-class customer service using innovative practices. She tenaciously challenges the status quo to fuel process improvements as they relate to operations management, staffing, and service delivery. She relishes leading high-performance teams. She was instrumental in helping create Apple's organization-wide "Market Leader Strategy."

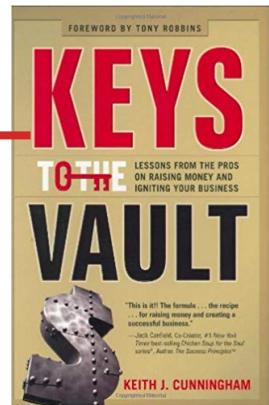
Ginger is always looking for new ways to motivate, inspire, and educate her team. Being responsible for training strategy for an organization like Apple where things are always changing, she loves the challenge of keeping up the pace. Tony has supported Ginger in her role there, offering best practices, methodologies, and concepts to help her create a strong team of professionals who manage training for over 60,000 individuals.

“Tony, you are a true master. We have seen and worked with the best. You are now a permanent part of our team. This is the best investment we have made in years.”

—Keith and Sandi Cunningham, CEO and Founding Partners of Keys to the Vault



*“The money
and time I
spent with*



Tony was the best long-term value I ever received. Because it worked, I'm still using the tactics, years later, and I have shared his advice with so many others.” —Dave Lesh, Founder and President



To: Tony Jeary

From: Keith Debbs

"What a blessing what a day! I spent a day investing in myself with Tony Jeary and his team. The experience is not something I have a comparison for because his preparation and strategic path opened my *Blind Spots* in compelling fashion. For anyone who understands success please take the time to invest in yourself with Tony Jeary and his team. From the start of the day, we focused my thoughts on *High Leverage Activities* and developed my strategy and goals for the next 20 yrs. When combined with the fun and interactive process Tony has nurtured for decades, I can't describe the power and happiness I feel and how that will shape my values and allow me the clarity focus and execution the rest of my life. The best part of all, Tony and his team became good friends and they encourage me to achieve everything that my life has to offer. Thank you all for such an amazing experience!"

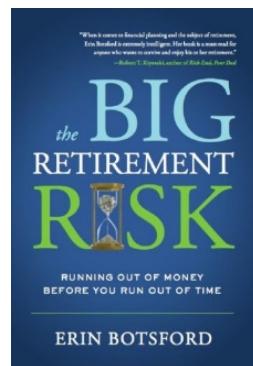
"Their writings are a Success Playbook that will raise performance of top leaders across the business world."

—Ricky Richardson—President



“I am still reeling from my first day with Tony. What an amazing day it was and what an amazing person he is! I don’t think I’ve ever met anyone who is so intentional about the way he lives his life.”

—Erin Botsford, Author





STRATEGY

Being strategic can be your number one component of success.



“Excellent investment! Look forward to working with you more.”

KEITH CARGILL—President, Texas Capital Bank



***"Tony taught me I need
10% think time to be
more strategic."***



—Jared Burnett, Founder Pure Team Global

Jared operates the team and resource website PureTeamGlobal.com, where the mission is to train, equip, and inspire through his company's website, resources, app, exclusive magazine, and live events. PureTeamGlobal employs a team of professionals whose goal is delivering the No. 1 success system in the world for those in their profession. He was recently ranked 27th in the top earners of the world in network marketing.

Jared has built deep teams in the direct sales industry, always looking for ways to better the lives of people in his organization. He is an entrepreneur with a strong creative side, who searches for needs he can fill. Currently working under the Pure organization, Jared continues to utilize Tony's support to learn best practices on communicating his ideas to his teams and live life to the fullest.

“Tony, you’re multi-faceted. We’ve worked together on everything from team-building to branding to strategic planning, and what you offered was excellent. As for communications, our meetings are much more productive and efficient. Your versatility in working with our sales team went a long way in helping us grow diversified products. Probably the biggest benefit came, however, 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 BP





"You are by far the best facilitator I have ever been exposed to... Strategic Acceleration says it all. No stones left unturned."

—Ray Greer, CEO



Ray Greer is Chief Executive Officer at Omnitrax. He was most recently president of BNSF Logistics and has also held leadership roles at Greatwide Logistics Services, Newgistics, Ryder Logistics, and FedEx Corp. Ray loves a challenge—and the bigger the challenge the better! He can turn a company around in a minimal amount of time. Ray implements best practices that provide a clear vision for his team and help them understand their roles, responsibilities, and daily High Leverage Activities so they can execute for the needed results.

"Best return on investment of time. Bold. Efficient. Exciting!"

Ray has worked with Tony throughout his several different roles in different organizations, mainly in the logistics industry. Whenever fine-tuning is needed, he assembles his team, gets them set to move into action, and calls Tony to come in to make sure all the parts are working together and running smoothly.

“Tony helped us get things done in hours, days, and weeks that might have taken months and years with less clarity and focus.”

—Dick Metzler



“Tony was a big hit within PepsiCo; he was the



talk in the hallways!”

—Charles Dents, Group Manager

“Your time, dedication, and long working hours truly made this event a success. Launching three courses in four languages in less than 60 days was an amazing task.”

—Jeff Woods





—Alison Hague, Director

“Tony, working with you was a gift. We accomplished our goals for a fraction of the cost of a major consulting house. That is my definition of value.”



Alison connected with TJI during our earlier work with Amway. She had a true appreciation for Tony's work in training and personal development and brought many of his concepts and best practices into their training programs. She became a force in the T&D world as Amway piloted many educational opportunities for their field to educate and train people. She is still involved in this aspect in her current role as Director of Sylvan Learning.

“One day with Tony allowed us to establish a workable roadmap for implementation. Regular check-ins kept us on track and provided us with flexibility to adjust changing business needs.”

“When you work in an organization that has a sense of urgency to achieve results, every month, day, and minute matter. Tony emerged as someone who could help us devise and plan to get rapid and effective results. He spent time understanding the people, politics, organizational obstacles, and constraints. In a few short hours, we put together a strategic plan that passed the careful review of company leadership.”



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Phone: 678.376.2900 | Fax: 678.376.2890 or 800.658.1458

Tony Jeary International
8105 Firestone
Flower Mound, TX 75022
(817) 430-9422

To Whom It May Concern,

Tony Jeary and his team have been providing tremendous value to Mitsubishi Electric Heating & Cooling since early 2010. We perform at a much higher level today as a result.

I first met Tony at the 2009 HARDI conference where he gave a keynote presentation on Strategic Acceleration. His message of "clarity, focus, execution" resonated with me and I immediately convinced the rest of our leadership team to schedule Tony to speak at our upcoming annual distributor conference. I have worked closely with Tony ever since as his liaison for strategic engagements with us as well as for individual mentoring.

The timing could not have been better as we needed a sharpening of our irons as we position ourselves for exceptional growth. Tony not only provided three consecutive years of hard-hitting strategic messages to us and our customers, but he also injected value in many other ways.

- Tony facilitated annual strategy sessions for our leadership team resulting in streamlined, actionable objectives and accountability. He has also facilitated strategic planning sessions with smaller groups at the department level.
- Tony co-developed and facilitated very successful, ongoing "peer group" roundtables where Mitsubishi and customers could share best practices with each other.
- Tony has leveraged his extensive rolodex to help establish numerous connections between our organization and potential strategic partners.
- Tony has delivered several packaged webinar training sessions designed to improve employee productivity, including meeting effectiveness, email management, and time management. In addition, he has provided us with countless materials on these and other topics in easy-to-digest formats.

And, so much more ...

It is a pleasure for me to take the time to write this letter because Tony Jeary is all about value ... through improving effectiveness, over-delivering, and truly caring about people.

I look forward to continue working with Tony and his remarkable team.

Sincerely,

Allan J. Dziwoki
Vice President, Business Services



***"A clear success has been
in the area of strategic
communication."***

American Airlines 

—Mark Mitchell, Managing Director, Customer Experience

Mark Mitchell served as Managing Director of Customer Experience at American Airlines from August 2007-May 2011. Prior to that, he served as Managing Director of Operations for America at Los Angeles International Airport. He was responsible for a team that integrated new customer-focused programs, processes, systems, products, services, and other enhancements designed to improve the overall experience for American Airlines customers worldwide.

***"Both my
professional
career and
personal life have
been tremen-
dously impacted
in a positive way
over the past
decade in working
with and knowing
Tony."***

In his 33+ years with American Airlines, Mark has been blessed with opportunities to continue to add strategic experiences, skills, strengths and responsibilities to his ever-changing roles. Each time a new opportunity presents itself, Mark connects with Tony to help prepare for success, sharpen the vision for the mission and new role, align his team members, and give them the opportunity to develop personally as well as professionally.



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

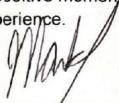
Dear Tony,

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

MOVE FASTER TO ACHIEVER YOUR GOALS.

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



“Tony continues to give me the structure for clarity.”



—Kevin Guest, CEO

Kevin Guest is the Chief Executive Officer of USANA Health Sciences, a global, billion-dollar health and nutritional supplement company. As CEO, Kevin has overseen record company growth as well as new product development, strategic marketing, and USANA's audio, video, and event productions worldwide. He is also a member of the board of directors for the Direct Selling Association, and a member of the CEO Council for the World Federation of Direct Selling Association.



Kevin takes this role as CEO seriously, always looking to Tony for ways to refine the roles and responsibilities of each person, working off each other's strengths and putting communication foremost in anything that happens. He is a strong leader who can motivate, inspire and build loyalty because of his personal behavior. He is balanced by his passion for music and his strong faith.

JOHN SIMONE

817.771.8990 m ♦ jsimone8@gmail.com

TONY WILL HOLD YOU ACCOUNTABLE FOR RESULTS

I have worked with Tony Jeary and his team on multiple projects over the last 5 years ranging from business strategy to communications planning and strategy and personal coaching. Tony has the ability to lead the team through the entire process leveraging his many years of experience working with the world's largest companies. Not only will he lead your team through the process, he will ensure that you are designing a project plan that will hold you accountable for results.

Most recently I engaged Tony to assist me with my newest opportunity as I take on the role of CEO at a publicly traded company. My immediate need was crafting a communication strategy and conducting a business strategy session with the company's top executives. Tony was my first call based on my previous experience and success's that we enjoyed in all of my previous engagements.

Tony will exceed your expectations and bring more value than you even thought possible.

Regards,

John

John Simone, CEO

“With your support we exceeded the financial and brand extension goals we had in this market segment...it is rare to find anyone who is as passionate about delivering excellence as you are.”

—Bob Moore

F R E E M A N



Tony Jeary International
8105 Firestone
Flower Mound TX 75022

Tony,

This letter is LONG overdue! Over the last 3 years, you and your team have helped Amway, and me personally, in so many different ways. As a coach, as a group meeting facilitator, as a strategy partner, and as a friend, you have added VALUE.

The last session we conducted at your Studio was a “milestone” for my team. It was the first time, I really observed them opening up with each other in a group forum, sharing honest and objective thoughts about each other, and all in a controlled and professional atmosphere. Really important development for the team.

Time with you has been well spent and has helped me and my Executive Team lead and grow Latin America...Clarity, Focus, Execution.

Look forward to continuing our partnership, and please thank your team.

Sincerely,

**STRATEGIC PARTNER
ALL THE WAY TO VALUE**

Jeff Dahl
President, Amway Latin America



Mr. Whom It May Concern:

In 2011 the Board of Directors IBT Bancorp Inc., parent company for Independent Bank of Texas enlisted the services of Mr. Tony Jeary to help lead and direct our annual strategic planning session. After received strong references from others who have worked with Tony, and seeing the quality of Tony's clients, we were excited about the energy and focus that Tony brought to the planning process. With the myriad of issues facing our industry (economic, regulatory, political and reputational), Bank Boards have had many topics to discuss and to remain diligent in addressing. Tony's leadership style, built around "Clarity, Focus and Execution" helped our Board galvanize around our most important priorities, create an action plan with assigned timelines and responsibilities, and finish the session with a clear focus and direction for the coming year. I would highly recommend Tony and his team, and we look forward to a strong and growing relationship for many years to come.

If you would like to speak with me in person, I will invite you to call me directly at 972-506-2921.

Sincerely,

A handwritten signature in blue ink that reads "Brad L. Dur".

Brad L. Durham
President

4300 North Beltline Road • Irving, Texas 75038 • Ph: (972) 870-9300 • Fax: (972) 870-9333
www.bankoftexas.com

**HELPED OUR BOARD GALVANIZE AROUND OUR
MOST IMPORTANT PRIORITIES**



PUBLISHING

Publishing provides a platform to support the continuous success of others.

Publishing to get RESULTS Faster!



"Your library of information, ideas, and systems are a real treasure."

R. MORRIS SIMS—New York Life

As you may already know, Tony has spent much of his career developing books and tools to help others be more successful. As a young entrepreneur, books had a huge impact on his life, and he has continued that impact through his own works.

In addition to his published works, he has helped numerous others publish their own books that serve to support their personal platform or represent their company in some way. In today's publishing world, there are no excuses for holding back from producing your own branded publishing tool.

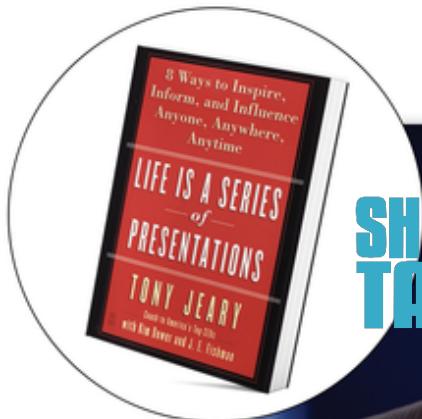
Within this chapter you will find a sampling of the works produced both by Tony and his clients. Often, people have misconceptions about authors. Many authors are not writers, and yet they have a platform and content that has value to provide to others. They utilize other experts in various fields of publishing to help them bring their ideas to life and create life-changing tools.



50

Books Authored by Tony Jeary

Inspire Any Audience • Strategies for Business Peak Performance
Meeting Magic • We've Got to Stop Meeting Like This • Ice Breakers •
Speaking Spice • A Good Sense Guide to Happiness • Designing Your
Own Life • Success Acceleration • Happy Families • Fun Things to Do
as Kids • Persuade Any Audience • Presenting with Style • Building Your
Own Dream Home • Too Many Emails • Winning Seminars • 136 Effective
Presentation Tips • Training Others to Train • Neurolinguistic
Communication P.A. • 10 Essentials to Execution • Complete Guide to
Effective Facilitations • NLP Mastery • One-to-One Presentations •
Monday Morning Communications • Speaking from the Top • Nervous
to Natural • Images of Beauty • Presentation Mastery for Realtors •
Presenting Learning • Life is a Series of Presentations • Purpose Filled
Presentations • Negotiation Mastery • 180 Rules • Ultimate Health •
Leadership 25 • We've Got to Start Meeting and Emailing Like This
Strategic Acceleration • Thinking Pays! • Business Ground Rules •
Strategic Parenting • Leverage • Rich Relationships • Thinking •
Living in the Black • Advice Matters • Strategic Selling •
RESULTS Faster! • Family Wealth

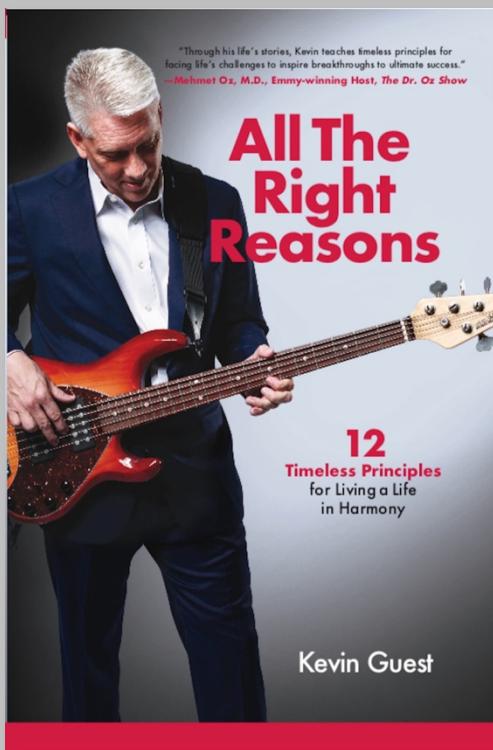


The 6 Books Shark Tank's Daymond John Wants You to Read

These are the must-read titles the celebrity investor recommends you dig into if you want to be your best in business and in life.

ENTREPRENEUR.COM | BY KIM LACHANCE SHANDROW

*Daymond John picks
LIFE IS A SERIES OF PRESENTATIONS
as one of the six must-reads, right
up there with Think and Grow Rich.*



"Through his life's stories, Kevin teaches timeless principles for facing life's challenges to inspire breakthroughs to ultimate success."

—Mehmet Oz, M.D., Emmy-winning Host, *The Dr. Oz Show*

12
Timeless Principles
for Living a Life
in Harmony

Kevin Guest

FROM THE DESK OF
**KEVIN
GUEST**

Hello Tony,

Here's a copy of the finished book I released at our convention. Thank you for your help and coaching! I hope to see you soon.

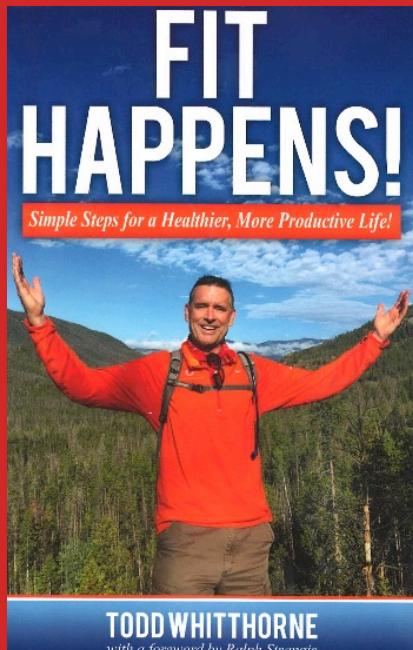
All the best,

Kevin

Kevin Guest
The Author

YOUR health. YOUR life. YOUR way.





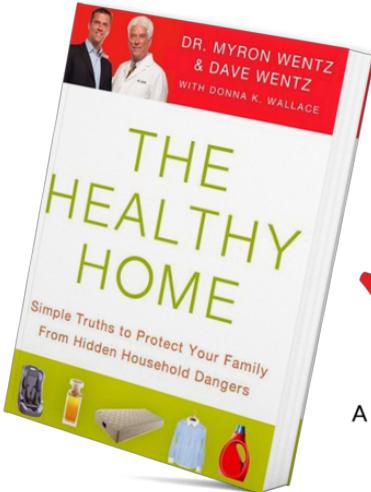
Tony!
Without you
this book would
HAVE NEVER
HAPPENED!

2018
Fit Happens!
Simple Steps for a Healthier,
More Productive Life!

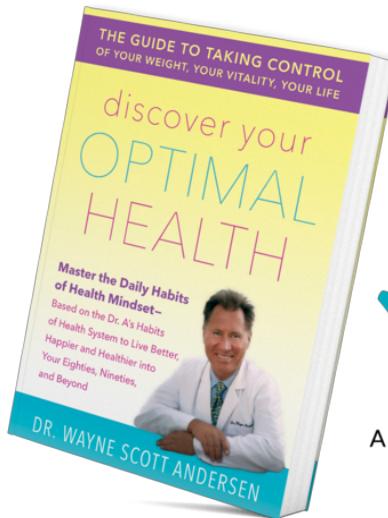
THANK YOU,
MY FRIEND!
STAY WELL!
Jaded

The New York Times

BESTSELLER



A New York Times
Bestseller



A New York Times
Bestseller

We put
books on
the bestseller lists.

LIFE TEAM MEMBERS

*A strong life team helps you do what you
do better and faster.*



Fifteen years working to maximize
opportunities with our clients...
helping them win.

Dedication, follow-through,
commitment to results.

Eloise Worden, Relationship Manager



“Choose people for your life team whose gifts and talents complement your own, and appreciate them often.”

TONY JEARY—The RESULTS Guy™



—Tammy Kling, CEO

Tammy Kling is an international author, ghostwriter, speaker, and literary coach to the world's leading CEO's, celebrities, and individuals who want to pursue publishing. She is committed to working with the homeless and helping them find their voice through writing. She gives away thousands of books each year to children who might not otherwise have books to read.

“Words are currency.”

Tammy has been a neighbor, friend, and working colleague for a number of years, with her focus based on writing. She believes writing can free the soul and helps her clients tell their story in a heartfelt way that carries a strong message every time. She has assisted many TJI clients in the creative process and also works at organizing groups of thought leaders to share ideas and push the forefront of new worlds yet unseen by the average eye.

“As Tony’s counsel, I’ve been privileged and blessed to witness firsthand Tony’s work ethic, focus, and all-out commitment to client results over three decades. He is truly unlike any other in his zest for living and grasp of the big picture necessary to maximize company profit and human potential.”

—Buz Barlow, Personal Lawyer since 1988



Thirty years of working together to help big deals get done.

“Our relationship has been and continues to be one of the great highlights of my business career and my personal life. May God continue to bless you! Thanks for everything!”

—David Boden, Boden and Associates CPA since 1990



“Balance is critical. Be sure to slow down and smell the roses.”

—Ron Lusk, CEO

Ron has been a person of influence in Tony's life for many years and they have partnered in several companies over the last 30 years. For example, Ron bought lighting IP and immediately came to Tony's studio to build a strategy. They created a company, and within months they did a reverse merger to take it public.

“Life's lessons teach us a lot, and Tony's methodology of Clarity, Focus, and Execution is by far the most important, whether it's in business or in your personal life.”

Lighting Science was born in Tony's studio. Ron and Tony took it public and sold it a few years later. It was one of the early companies to enter the LED lighting space, and today it is still one of the largest in the world. Almost every time Ron is involved in a new project/company as a serial entrepreneur, he brings Tony in as a strategist to get things off on the right foot.



"In a collaborative relationship spanning two decades, we have been able to not only see the growth of TJI but the growth and success of so many other companies and high-performing entrepreneurs. Helping companies reach their vision in times they thought were impossible has been inspiring. Helping entrepreneurs strengthen their platform through coaching, content development, and even publishing has been extremely rewarding."

—Tawnya Austin, Just the Talent Content Development and Publishing

COLLABORATIVE RELATIONSHIPS

Collaborative relationships are often the difference between excellence and greatness.



Jack and Tony jointly own an office building they designed and built together—a great place and space for their respective enterprises.

The building is called *The Results Center*. Jack's Oak Stream Investments and Tony's TJI are its tenants.

TONY JEARY AND JACK FURST



—Jack Furst

***“If it’s worth doing, it’s
worth doing over.”***



Jack is a values-based visionary, a philanthropist, a thought leader, a teacher and coach, an accomplished businessman, and a very astute investor. His energy and commitment have propelled a multitude of projects from inspiration to completion reality. He sees the world as a summation of unbelievable opportunities, patiently waiting to be seized and executed by just the right person or team, at just the right time, to accomplish the right result.

Jack’s visions are usually big and bold, creating opportunities for fellow travelers to join the team and the collaborative process. Jack recently enlisted Tony’s services to help the team in the development of a plan to convert a football stadium into a community union at Arizona State University.

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

—Tom Grimm, President and CEO





“Collaboration, for us, has equaled growth.”

—Rob Budd



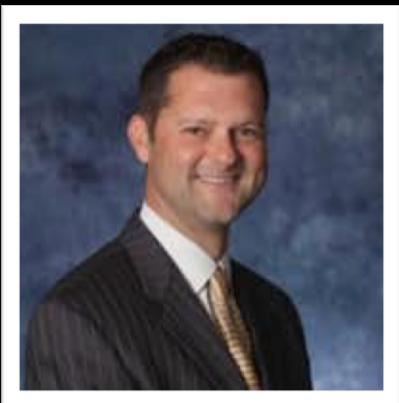
Rob's team synergy has been aided by Tony and TJI working with his ideas and knowledge and helping him shape his vision for the future of this group.

Rob calls on Tony for a reset session every couple of years to keep things on track and momentum moving in the right direction. Rob's knowledge of the dental industry and its client base has made him a well-respected executive leader in the field. He and Tony have been collaborating for over a decade.

*"I was highly recommended to Tony and his team by the CEO of one of our largest and most successful customers, who took the helm of a trucking company in early 2013 that had lost money for 24 straight quarters. I watched and stayed in close contact with this trucking company as they returned to profitability and increased their stock value 7 times in less than 24 months. I consider the CEO of this company a friend and he told me, '**Justin you are crazy if you don't hire Tony to help you get results faster**'. He had worked closely with Tony since taking over in early 2013."*

—Justin Fink, President Summit





“Collaboration, for us, has equaled growth.”



—Mike Scovel

Mike has worked with Tony on many facets of personal development throughout the years, and today is at the very top of New York Life's most successful leaders.

Mike acts as a promoter for TJI, sending winners who want to win more their way.

“I would definitely recommend Tony for any high paced, high performing executive team. He makes the best team a greater team!”

—Mike Onystok CEO



“Once again you have demonstrated that you have a truly outstanding Rolodex, and that you live up to your credo of action, execution, and connecting your network. You always exceed expectations!” —Roman K, Venture Capitalist

“Thanks to your organization and staff, we are a better organization today because of our relationship with you.”

—Mike Berry, President





FAMILY

Family is what makes everything we do worthwhile and gives us a reason to keep working toward the future.



“Family is not an important thing. It is everything.”

MICHAEL J. FOX

“HAPPY BIRTHDAY DAD!! Hope today is as wonderful as you are. Excited to celebrate you on Friday! Thank you for loving me so well and investing in my life. You are an excellent encourager, quick-thinker, life of the party and generous man. I love you dearly! Have the BEST day.”

—Brooke

“Dad, I can’t thank you enough for loving me the way you do. You encourage me and support me like no one else. I have loved the discussions we have had recently more than you know. I am so thankful for you. I love you so much!”

—Paige

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our clients' profits and value,
teams, health, and families.
You can be strategic about
them all.***

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for more than 30 years.

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