



Jo Umberger

Customized programs, measurable results ... Jo delivers the insights needed to improve productivity, communications, relationship development, and leadership skills

Testimonials

"Your programming achieves the most important level of results that most [other programs] miss because it's customized to specific requirements ... Your professional, detailed approach is extremely effective and kept our employees interested and involved."

—Rick Bodenschatz, President, Abloy Security, Inc.

"I appreciate your dedication ... the best part of your service involved the customization."

—Donna King, HR Representative, Sanford (a Newell Rubbermaid Co.)

"I have always found Jo Umberger to be prepared, thorough, and conscientious, ensuring successful completion of the work at hand. I would highly recommend Jo ... You will not be disappointed."

—Susan M. Moore, President, Women Banking Women

"Thanks for the 'Conflict Resolution' workshop that you and Dan facilitated. I was especially appreciative of your flexibility in making the workshop relevant to the participants."

—Allen Murray, Executive Director, Williamsom County Council on Alcohol & Drug Abuse Prevention

"We faced quite a challenge in shifting from the operations, order-taking mentality to a true sales-driven organization. In the year and a half following your presentations, we increased our net receivables by 42%!"

—Senior VP, National Financial Services Company

Jo Umberger is a speaker, trainer, coach and entrepreneur. She has spoken to groups and trained individuals around the country and the globe. This accomplished businesswoman, gifted communicator and experienced behavior modification expert sends audiences home with practical information that can be applied to effect real and lasting change.

Working within a few key business disciplines, Jo has created numerous programs focused on the critical topics that challenge today's executives and the teams they manage. She is equally comfortable delivering one-hour presentations or multi-day workshops. Her most often requested program topics include:

- ◆ Defining the desired company culture
- ◆ Making the decisions that favor company growth
- ◆ Peak productivity
- ◆ Setting and achieving goals
- ◆ Measuring results
- ◆ Rock-solid business ethics
- ◆ Creating profitable business relationships
- ◆ Conflict resolution strategies

Calling upon almost 30 years of business experience, Jo offers customized programs and business coaching to a host of clients from Fortune 500 companies, to locally owned businesses, and non-profit organizations. A short list of her clients include the American Heart Association, Citigroup Insurance, Newell Rubbermaid, Allegheny Teledyne, Standard Register Corporation, Comerica Bank's Women's Forum, Rocky Mountain Summit Leadership Conference, Jackson-Madison Hospital, and the National Association of Purchasing Managers.

The following signature programs represent the 'best of the best' from Jo's repertoire:

- ◆ Move Your Feet and Talk: Creating Clear Communications and Collaboration between Teams and Team Members
- ◆ There's No Fat Left! Proven Ways to Increase Productivity When the Company is Leaner than Ever
- ◆ Think & Act like a Business Owner: Improving Management & Employee Buy-In to Accomplish Your Goals
- ◆ Revenue Resourcing: Increasing Your Return on Investment in People
- ◆ Keep Your Life Balance—Lose Your Stress
- ◆ Take Real Value Home! Don't Let Those Great Ideas Slip Away After the Conference—Put Them into Practice
- ◆ Six Essential Leadership Development Processes



ESPARZA SPEAKERS

2200 WILSON BLVD., #102-364 • ARLINGTON, VA 22201-3324

PHONE: 703.243.1620 • WEBSITE: WWW.ESPARZASPEAKERS.COM