



YOUR ORGANIZATION
GROWS,
WHEN YOUR PEOPLE
GROW

Leadership Development





Our Mission:

We empower people and teams
and provide solutions for
organizational success



Our Mantra:

We grow your business by
growing your people

Leadership Development

OUR STORY



Hi. My name is Adnan Jalali and I'm the founder of The Jalali Group. About 15 years ago, I came across a book that set me on a journey of trying to understand what it means to be a leader. This journey has taken me through many life transitions starting as a teacher, coach and department head in schools in Texas and Qatar; to leading two school turnarounds in Texas and the Virgin Islands; to becoming a business coach, speaker and trainer and launching my own international consulting firm, The Jalali Group in 2014.

The means may have changed, but the goal has always been the same for me:

“To positively impact as many lives as possible through leadership, education and love”.

At the Jalali Group, in a very short period of time, we've developed leaders and teams in corporations, foundations, non-profit organizations, universities, startups and small to medium sized businesses in the United States and Colombia, South America. We've worked with companies ranging from sales of 3 million dollars (US) per year to 7 billion dollars and in sectors ranging from healthcare, education, tech startups, transportation, government and finance. You can see some of the companies that we work with on the final pages of this portfolio. We may be a young company, but we're passionate about improving organizations through improving their leaders and teams. We GROW your organization by GROWING your people.

On a more personal note, I named the company after my father, who like many others who migrated to the United States, worked several jobs and long hours to support his wife and 5 children. He gave up an excellent position overseas in order to give his



children better opportunities for education and future success. He struggled so that we wouldn't have to. This spirit of service, dedication and excellence that my father taught me, is what we at The Jalali Group bring to our clients.

All of us at The Jalali Group are delighted and honored to have the opportunity to add value to you and your organization. We look forward to helping your organization grow and achieve greater levels of success.

Sincerely,
Adnan Jalali M.Ed. Founder of The Jalali Group



THE
JALALI
G R O U P

Difference



We bring the **WORLD'S BEST PRACTICES**
and most up to date research and apply
them to your organization in order to
drastically improve results.



Our clients truly are our **PARTNERS**.
We develop long-term relationships to ensure
that your organization continues to grow
and succeed over the long haul.



All of our services are **CUSTOMIZED** for your
organization's needs. We meet with our clients,
understand their needs and then create a
specifically tailored program for them.



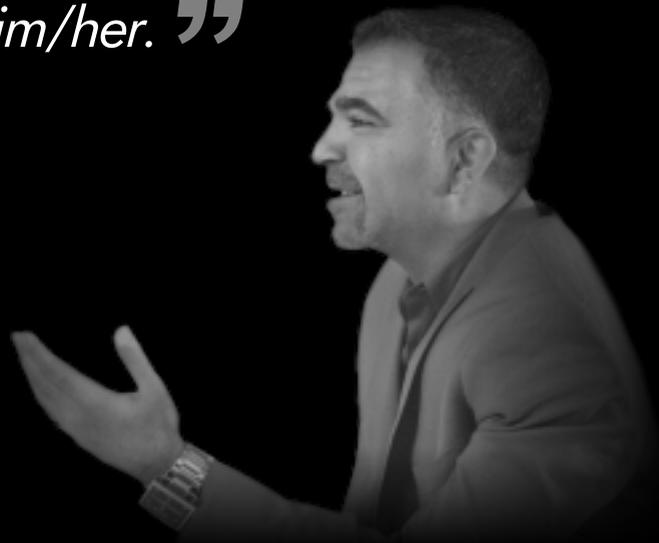
*“ The pessimist complains about the wind;
the optimist expects it to change;
the leader adjusts the sails. ”*

John Maxwell



*“ The real leader is the one who makes it
their responsibility to improve the lives
of everyone around him/her. ”*

Adnan Jalali



KEYNOTES



**WORKSHOPS
& SEMINARS**



COACHING



Our dynamic team of motivational speakers and trainers will inspire your team members to grow, be more and achieve more every single day.



LEADERSHIP, THE KEY TO ACHIEVING GREAT RESULTS



Everything rises and falls on leadership. If your organization has great leadership, you will have great results and if it has poor leadership you will have poor results. In this engaging 2 hour speech, your team members will learn foundational principles of leadership and why leadership is the key to improving your results.

WORK INTELLIGENTLY, WORK AS A TEAM



One is too small of a number to do anything great. Accomplishing great things requires having a great team. In this inspirational speech, your team members will learn the key factors related to creating great teams.

EVERYONE COMMUNICATES, FEW CONNECT



Effective communication is consistently cited by research as one of the top 2 skills that every great leader must exhibit. During this motivational speech, your team members will learn not only how to communicate effectively, but also how to build stronger connections with others.

SALES: GOING WAY BEYOND THE PITCH



Effective sales is not just about selling, it's about connecting and influencing. In this motivational talk your team members will learn how to get great results in sales by going far beyond the typical sales pitch.

CULTURE: THE HEART OF YOUR ORGANIZATION



Culture eats strategy and process for breakfast. Your organization has a culture, whether by defect or design. In this eye opening speech, your team members will understand the importance of culture and learn best practices from some of the world's greatest organizations.

YOUR EMOTIONS: THE GAP BETWEEN GOOD & GREAT



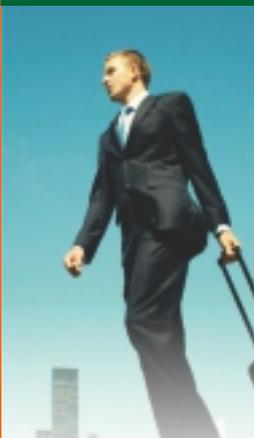
Having a high level of emotional intelligence is the difference between your average leaders and your great ones. During this important speech, your team members will learn the fundamentals of emotional intelligence and its importance in improving individual and organizational results.

CREATING LOYALTY THROUGH WORLD-CLASS CUSTOMER SERVICE



Your clients are the reason your organization exists; without clients, your organization will disappear. During this candid speech, your team members will learn best practices and the importance of providing world class service to your clientele.

THE ENTREPRENEURSHIP JOURNEY



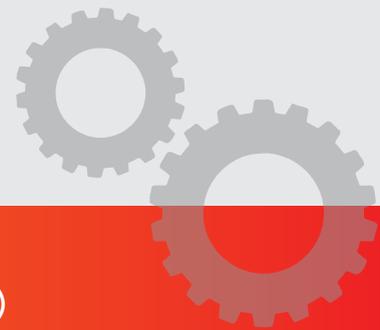
Every successful entrepreneur knows that entrepreneurship is not just a one-time event, it's a journey. For this journey to be a successful one, the entrepreneur will have to possess certain qualities. In this inspiring speech specifically designed for startup incubators and universities, attendees will learn about the mindset, internal fortitude and daily habits they must develop in order to become successful entrepreneurs.



WORKSHOPS & SEMINARS:



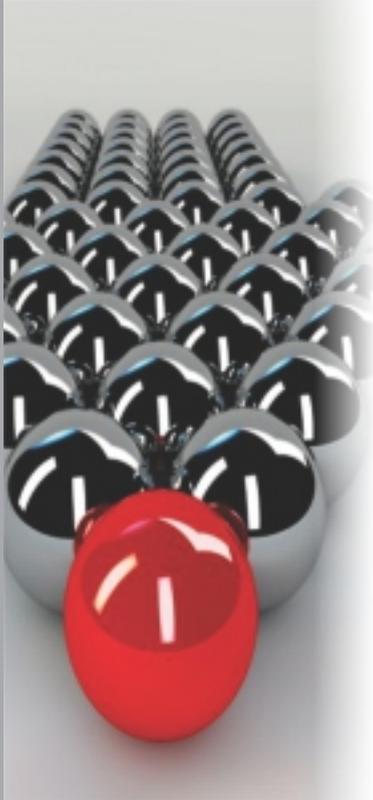
We offer dynamic workshops that engage and activate audience members. Your team members will leave the workshop with the motivation and tools that they need to improve their results.



DURATION:

- ½ day (4 Hours)
Team Workshops
- Full Day Team Workshops or
- 2 and ½ day Intensive Whole Staff or Whole Team Workshops

LEADERSHIP, THE KEY TO ACHIEVING GREAT RESULTS



THE PROBLEM:

Poor, weak or even average leadership throughout your organization is a killer to productivity and effectiveness. Everything rises and falls on leadership, so your company's success is fully dependent on the quality and capacity of its leaders.

HOW WE SOLVE IT:

We develop the leaders in your organization from the Executive Level to your emerging leaders. During our workshops, we empower your team members and give them the knowledge and tools needed to become better leaders.

What makes us different is that at The Jalali Group all of our leadership trainers are certified by the world's #1 leadership trainer, Dr. John C. Maxwell.

WORK INTELLIGENTLY, WORK AS A TEAM



THE PROBLEM:

The inability of the people within your organization to effectively work in teams will lead to the following: lower productivity, uncomfortable work environment, unmotivated work force and poor or average results at best.

HOW WE SOLVE IT:

Developing teams is what our trainers have been doing for decades. During our workshops we not only share best practices in developing outstanding teams but we also discuss the main causes of team disharmony and how to overcome them.

As usual, we take it a step further. Through scientifically supported personality testing, we help your team members understand the underlying causes for their own behavior and the behavior of their colleagues. To put it simply...we build great teams that get outstanding results!

EVERYONE COMMUNICATES, FEW CONNECT

THE PROBLEM:

How many fires have to be put out in your organization because someone failed to communicate effectively? Poor communication is usually at the heart of most of the problems in our organizations, and it leads to a destructive work environment and ultimately poor results.

HOW WE SOLVE IT:

Effective communication is consistently cited by research as one of the top 2 skills that every great leader must exhibit. During our workshops, we share best practices of effective communication by way of interactive group discussions, role playing, case studies and individual reflection.

However, we take it a step further. We not only teach your team members how to communicate effectively, but we also teach them how to build a stronger connection with others which ultimately leads to greater commitment, loyalty and results.



SALES: GOING WAY BEYOND THE PITCH

THE PROBLEM:

It is common knowledge that sales are the blood line of every organization. When your sales team cannot effectively sell your product or services, every aspect of the organization is negatively impacted. To put it bluntly, if you don't effectively sell, your organization will not survive.

HOW WE SOLVE IT:

Effective sales is not just about selling, it's about connecting and influencing. Being a great salesman is a way of being. It is a mindset, a confidence, a posture, a belief in oneself and in your product and/or service, and the ability to connect with people. Your clients want to do business with people that they like and respect and turning your sales teams into a group of people that can connect with and inspire others is what we do.



CULTURE: THE HEART OF YOUR ORGANIZATION



THE PROBLEM:

Every organization has a culture, whether by default or by design. When you fail to consciously design your organization's culture, bad habits and poor practices will surely become commonplace and widespread.

HOW WE SOLVE IT:

Culture eats strategy and process for breakfast. Your organizational culture will determine the attitude and actions of your team members, as well as the overarching work environment and ultimately your results.

The good news is that there is a systematic approach to designing an organization's culture. The Jalali Group team members have traveled far and wide to study the cultures within some of the greatest companies and institutions in the world. During this workshop we work exclusively with your leadership team and help them create a dynamic and one of a kind organizational culture.

YOUR EMOTIONS: THE GAP BETWEEN GOOD & GREAT



THE PROBLEM:

All too often our organizations are full of people who hold leadership titles and have a great deal of responsibility, but do not know how to get the best out of themselves or others. Oftentimes, the problem lies in their lack of emotional intelligence and the powerful link between motivation and emotions.

HOW WE SOLVE IT:

According to research, 67% of leadership performance is based on the leader's level of Emotional Intelligence. The great news is that Emotional Intelligence is a skill that can be learned.

During this workshop, attendees will be made aware of the different factors that make an individual emotionally intelligent and be given strategies to improve their own emotional intelligence. The workshop includes theory and practice and keeps the attendees engaged and enjoying themselves as they learn and grow through activities, role playing, group exercises and individual reflection.

CREATING LOYALTY THROUGH WORLD CLASS CUSTOMER SERVICE



WORKSHOPS & SEMINARS:



THE PROBLEM:

Contrary to popular belief, the face of your organization is not the owner or the CEO, it is the individual who is on the front line directly interacting with your customers. If your customers have a bad experience with your front line staff members, chances are likely that you will lose them as customers. Millions of dollars are lost daily in companies in all industries simply because their front line staff members do not know how best to serve your clients.

HOW WE SOLVE IT:

At the Jalali Group we believe that providing great customer service is not just a slogan, rather it is a way of being, and we help your front line staff understand that. We work on developing improved paradigms, mindsets, emotional intelligence and creating successful habits.

Our workshops are dynamic, interactive and fun. Your staff members will walk away from the training with the tools needed to improve and be inspired to serve your clientele with excellence every single day.

THE ENTREPRENEURSHIP JOURNEY



THE PROBLEM:

Most entrepreneurs have great ideas, but are lacking many skills in order to become successful.

HOW WE SOLVE IT:

In this interactive workshop we work with entrepreneurs to develop the internal fortitude and 'soft skills' they need to become successful.

We work with entrepreneurs on skills such as: developing a Mindset of success, developing daily habits of success, learning how to fail forward, how to overcome fear, public speaking skills, presentation skills, learning how to effectively sell their products and/or services etc.





We provide Customized Individual & Group Coaching services. We develop the current and future leaders of your organization by designing a personalized growth plan for them and measuring their results.

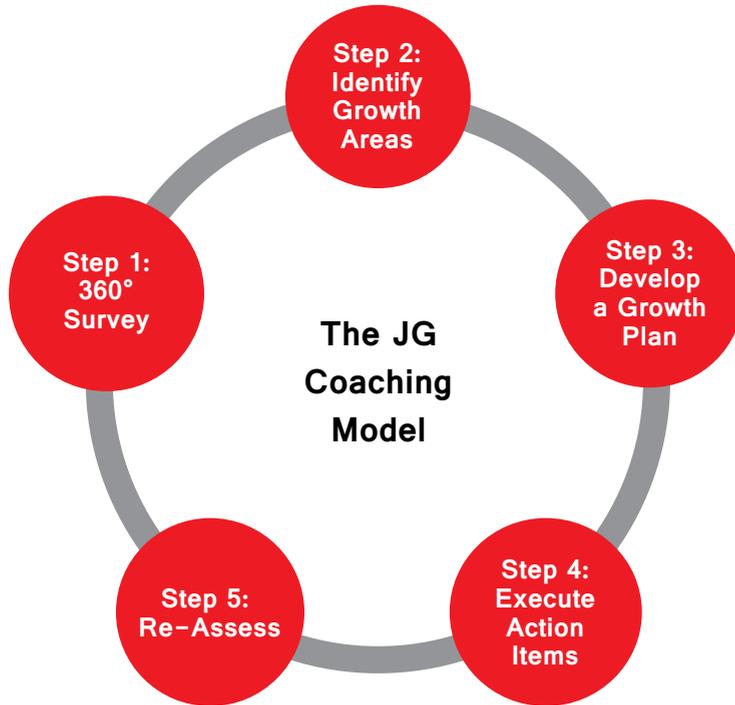


Leadership Coaching

Personal Development
Coaching

COACHING:

LEADERSHIP COACHING



7 KEY AREAS OF LEADERSHIP

- Emotional Intelligence
- Time & Resource Management
- Communication
- Decision Making
- Vision
- Critical & Strategic Thinking
- Individual & Group Development

PERSONAL DEVELOPMENT COACHING

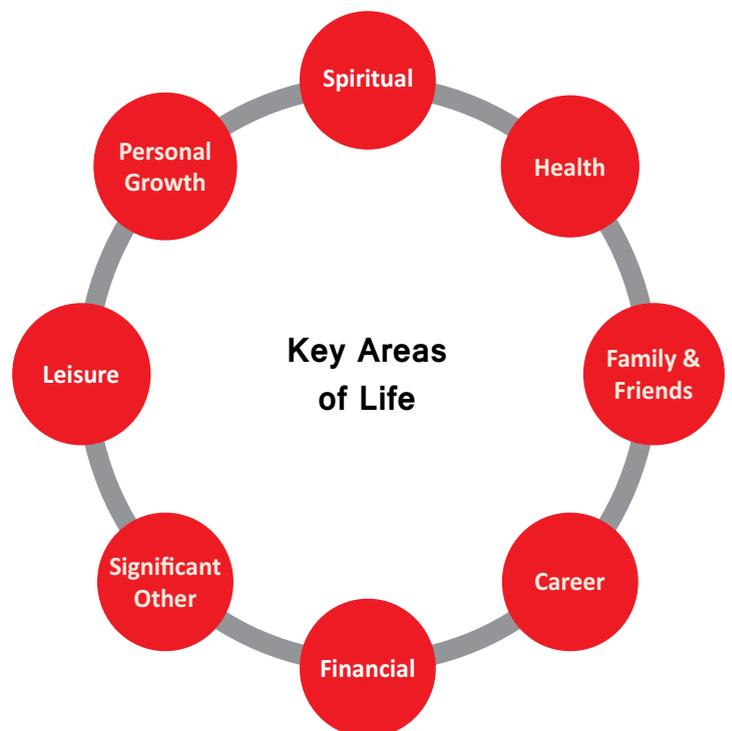
BRINGING OUT THE BEST VERSION OF YOU!

12 Sessions

6 Months

8 Key Areas of Life

100% of your potential



LEADERSHIP TEAM



ADNAN JALALI

Adnan Jalali served as a certified school teacher and principal in the United States, the U.S. Virgin Islands and Qatar for 13 years. After leading two school turnaround projects, he decided to dedicate his life to developing leaders and teams and became a Leadership Trainer, Executive Coach and International Keynote Speaker. He has provided guidance, leadership and consultation for non-profit organizations and corporations in sectors ranging from Healthcare, finance, tech entrepreneurship, transportation, universities and business associations in the Caribbean, Latin America, the Middle East and the United States. Having been trained by the world's #1 Leadership Trainer, Dr. John C. Maxwell, he is a Certified Trainer, Coach and Speaker for the John Maxwell Team. He is also a certified practitioner of (Neuro-Linguistic Programming) and the founder of The Jalali Group, a Consulting firm focused on Leadership & Personal Development. Adnan received his Bachelor's Degree in Geography with a concentration on Resource and Environmental Studies from Texas State University, and his Master's Degree in Educational Leadership from the University of Houston.



BRANDON DENTON

As a former minor league baseball player and Community Relations manager with the Houston Astros professional baseball team, Brandon utilizes his background in sports to inspire and uplift others. Brandon is a certified coach, speaker and trainer with the John Maxwell Team and is the youngest member of the JMT President's Advisory Council. Brandon holds degrees in Psychology and Sports Management. He is a BIG with Big Brothers Big Sisters, leads the Youth Mentoring Round Table with the Texas Women's Empowerment Foundation, and has delivered keynote lectures to Texas Southern University's Sports Studies Leadership Association and Sport Management program. He has also taught youth leadership development at the Astros Urban Youth Academy among many others. Brandon is married and currently resides in Houston, Texas.



KARIM R. ELLIS

Karim R. Ellis is a Dynamic Motivational Speaker with 10 years of experience in the field of speaking, training, and coaching. Karim takes pride in developing both leaders and champions. His sole desire is to create an atmosphere of greatness in the lives of the people he connects with on a daily basis. He is also an active member of both the National Speakers Association and Toastmasters International. As a certified member of the John Maxwell Team, he has spoken and taught Leadership and Teambuilding principles to a multitude of Fortune 500 companies like General Electric, Anthem, Kroger's and more.

All successful organizations understand that effective leadership is at the heart of every business and The John Maxwell Team prides itself on Leadership Creation and Development. As a Leadership trainer, Karim has several programs specifically designed to help take your Leaders to the Next Level. When Karim delivers a message, he absolutely makes sure that the room "gets it". If you are looking for a fun, engaging, entertaining, and inspiring motivational speaker that will leave your group amazed..... Karim R. Ellis is definitely it!!!!

EDWIN BARBOSA

Systems Analyst and Developer, Consultant in Marketing and Leadership and Entrepreneur by vocation. For 17 years he has worked in marketing products and services, creating and developing teams in related technology, consumer, welfare and currently consulting and services industries. Within their professional experiences, he was recognized as a distribution channel of prestigious companies such as Intel, LG and Samsung to Colombia and hold the position of Manager in the direct marketing channel for the multinational Kimberly Clark. In 2013 he began a process where he discovered his true purpose and vocation of service in the area of personal development. Currently is a consultant, speaker and trainer certified by the most important group in the Leadership area worldwide (The John Maxwell Team), thanks to this; today adds value to individuals and organizations around Colombia, helping them on developing their true potential, creating awareness that live happy and passionate is not a privilege, it is a right which we have control and are completely responsible.



JUAN MANUEL ESCOBAR

As a surgeon at the National University of Colombia, part of Juan's focus is on improving the physical health of his patients; however as a master practitioner and instructor in NLP (Neuro-Linguistic Programming) he is also an expert on how to improve mental health. It's with this knowledge of body and mind that Juan has had a major positive impact on many lives. Juan has a wealth of experience as a trainer having worked with large corporations in the countries of Colombia and Ecuador. He is a former internal auditor at the corporate level working with international standards: OHSAS 18001: 2007 safety and health at work and ISO 9001: 2008 quality. Juan received his Degree in general medicine with specializations in occupational health from the University of Manuela Beltran and Medical Surgery from the National University of Colombia in Bogota.

WILLIAM BOCANEGRA

As a retired Lieutenant Colonel and Aviation Manager of the Colombian Air Force and a practicing and licensed Electronic Engineer, William understands the importance of creating and managing systems within organizations. After a fulfilling career, William decided to follow his true passion and purpose and become a coach, speaker and trainer. William is a certified leadership trainer with the John Maxwell Team and is a certified practitioner and coach of NLP (Neuro-Linguistic Programming). He is also a certified master in Primordial Sound Meditation Techniques with the Chopra Center and a certified Elite Trainer with Total Potentials. William received his Degree in Electrical Engineering from Central University and previously served as an aeronautical administrator at the Military University of Nueva Granada in Bogota. William is married and has two children.



LINDA KATERIN PEÑA

As an administrator of finance and sales, Linda has helped numerous multi-national corporations increase efficiency and improve their bottom line. Having worked in various industries such as: Insurance, Healthcare and Telecommunications, Linda has a breadth of experience on an international level. Her expertise includes: negotiation, market research, public relations and sales team development. Linda has a Degree in Marketing and Logistics from Corporate University Unitec in Bogota, Colombia.



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