

AWARD WINNING PUBLIC SPEAKER, AUTHOR & CONSULTANT

# JENAY SHERMAN



## ABOUT JENAY

Engaging, entertaining and uplifting, Jenay Sherman is an experienced speaker who focuses on delivering the right message to each specific audience. She has worked with businesses and organizations of all sizes to deliver across any medium for over fifteen years. Jenay works with each client to determine their goals, and builds a message to suit the specific people, tone and occasion of every special event. She has written and facilitated leadership and diversity curriculum in a number of schools and universities, and delivered presentations on sales, marketing, and communication to audiences around the country. Jenay's ultimate goal is to leave each audience with actionable next steps they can use to immediately implement change for positive impact.

## CURRICULUM VITAE

Indiana University - Leadership (Diversity, Sports)  
University of Dayton - Public Speaking, Communication  
Miami University (OH) - Cultural Inclusion, Financial Independence  
Collin College - Professional Communication, Speaking  
Lovejoy High School - Leadership

## TESTIMONIALS

"Here's the deal - I spent nineteen years in public education, with TONS of training/in-service, and I mean TONS! (And I conducted a lot of it!) This was BY FAR the most useful and relevant training I've ever taken part in -my own included! And the fact that she has an amazing sense of humor is a BONUS!! Not a SINGLE wasted minute." - Kayla D.

HOW DIVERSITY AND INCLUSION CAN GROW (OR SHRINK)  
YOUR BOTTOM LINE.

# THE VALUE OF DIVERSITY



## PROGRAM DESCRIPTION

Many organizations initiate diversity and inclusion programs because “they are the right thing to do,” or because it is the “politically correct way” to do what people expect. These ideas minimize the true worth of diversity to the organization and the communities they serve. When done correctly, diversity and inclusion can actually add monetary value to any organization. And, as many organizations know, when done incorrectly they certainly can cause a negative impact to the bottom line. For that reason, all organizations need to understand the true value of diversity to their business, and how to harness that power for positive growth.

## IN THIS PROGRAM YOU WILL LEARN:

1. What is diversity worth? Understand the benefits of inclusionary practices to your industry.
2. What does diversity cost? Uncover the impact of diversity done wrong, and the very real cost to your bottom line.
3. How do you make diversity last? Analyze the cost of making a lasting investment, and examine what changes you can implement now to work towards growth.

REAL STRATEGIC PROBLEM SOLVING FOR REAL PEOPLE.

# AUTHENTIC CONFLICT RESOLUTION



## PROGRAM DESCRIPTION

In the typical Conflict Resolution speech, we are taught that of the 5 different resolution strategies, we should always strive towards collaboration--the only one with a win/win result. But if every situation could end this way, we'd never have problems in the first place! What we don't really discuss is what to do when collaboration fails. In Authentic Conflict Resolution, you will learn how to properly and quickly assess any situation in regard to your personal goals, and uncover how to select the best resolution strategy to advance your influence and build your own personal brand.

## IN THIS PROGRAM YOU WILL LEARN:

1. Rediscover the 5 types of conflict resolution, and how they should be used.
2. Snap decisions: how to weigh the short-term and long-term consequences of each strategy.
3. Goal-based resolution formula: understanding the variables that should guide your decision making in a moment of conflict.
4. Solving conflict as a way to be your authentic self.

HOW TO USE CONVERSATION TO INCREASE YOUR INFLUENCE.

# COMMUNICATE YOUR WAY TO SUCCESS



## PROGRAM DESCRIPTION

If you know of the 80/20 rule, then you realize successful businesspeople should listen 80% of the time, and speak only 20%. But there are other key factors that can help you maximize your communication, and better navigate the complexities of human interaction. In *Communicate Your Way to Success*, you will learn strategies that introverts and extroverts alike can utilize to become more influential communicators, and see growth towards their business and personal goals.

## IN THIS PROGRAM YOU WILL LEARN:

1. Nonverbal communication - when to meet the expectation, and when to break it!
2. Proactive listening - discover your listening type, and how to use it to your advantage.
3. Flip the switch - using code-switching techniques to communicate more effectively.

# PREPARING FOR AND ENGAGING IN DIFFICULT DISCUSSIONS

## COMMUNICATING OUTSIDE OF THE COMFORT ZONE



### PROGRAM DESCRIPTION

In a world full of cultural differences, the only way to engage in authentic communication is to be willing and able to have difficult conversations. But too often, we avoid stepping out of our comfort zone, only feeling at ease by surrounding ourselves with people we can understand. Leaders are unable to engage in this type of thinking, and are forced out of their comfortable little boxes by people, change agents, and challenging situations. In *Communicating Outside of the Comfort Zone*, leaders can learn how to equip and empower themselves to have difficult discussions.

### IN THIS PROGRAM YOU WILL LEARN:

1. The way to prepare to engage in a difficult conversation before ever opening your mouth to speak.
2. How to be an active listener, and helpful tricks to turn interruptive or empathetic tendencies into ways to achieve deeper understanding.
3. Tactics to employ past the conversation that continue to advance personal leadership beyond the initial resolution.