

# Commander Mary Kelly

## Renowned Economist and Leadership Expert

Please contact a GDA agent for information.

### Topics

- Business Growth / Strategy / Trends
- Economics / Finance
- Military / Veterans / Patriotism
- Moderator / Facilitator
- Professor
- Teamwork / Teambuilding

### About Commander Mary Kelly

Commander/Dr. Mary Kelly, US Navy (retired) spent 25 years of active duty in the Navy. She was a military professor at the Naval Academy and a civilian professor at the Air Force Academy. She learned lessons in leadership in the first and second gulf wars and during 911. She uses real-world military and industry examples that resonate with participants.

From her days as a naval intelligence officer to her role as one of today's most influential economists, Commander/Dr. Mary C. Kelly has carved out an unforgettable career in leadership. Former chief of police, professor, realtor and HR Director – Mary has spent over 25 years teaching and training more than 40,000 military and civilian personnel. Mary is now on a mission to spread her message of success with audiences worldwide, sharing with them the secrets to being a true leader in today's workplace.

A high-energy keynote speaker, Mary is focused on using research, laughter, and experience to show professionals how to excel. Mary's relatable, no-nonsense approach inspires audiences to embrace their roles, surpass their goals, and plan for the future.

Mary is the author of 15 books on business growth, leadership, and today's economy. She is a speaker, coach, and trainer who has worked with hundreds of organizations and companies across the globe.

### Select Keynotes

#### • Iceberg ahead! Navigating the World of Business & Leadership

In this uplifting and inspiring keynote, Dr. Mary Kelly gives you a peek into the lessons she has learned about leadership over a decades-long career in the Navy, corporate America and beyond. Mary delights in getting down to business and sharing what most employees wish their leaders knew.

#### With encouraging stories and true tales from the armed forces, you'll learn to:

- Communicate like a champ
- Embrace the strengths of your teammates
- Motivate staff with little or no budget
- Take on a new role with grace and ease

#### For meeting planners:

- Thought-provoking, action packed session sure to wow audiences
- High-energy, high-content keynote option
- Custom built for team-building experiences, management, and senior management
- Based on Mary's book, 360 Degrees of Leadership

#### • CLASSIFIED! The Military's Top Secret Leadership Secrets

Ridiculous gossip, petty competitions, office drama...it's the stuff you tell your family members about over the dinner table. We laugh and



exchange knowing glances, but it's also what's keeping your organization from being successful. Workplace distractions, desire for credit, and personal agendas are what stops your team from being productive and accomplishing their goals. Goals are something that the military knows a lot about!

Did you ever wonder how the armed forces deal with these challenges in tough situations? How does the military turn inexperience into cooperative and successful team members? Retired Navy Commander, Dr. Mary C. Kelly lets you in on the top secrets of the military and how they can turn your team around.

**Mary will give you the information to:**

- ◊ Identify the strengths and weaknesses of those around you
- ◊ Learn to work together to set and surpass goals
- ◊ Conquer the obstacles that are poisonous to a productive workplace
- ◊ Communicate with each generation, personality, and background

**For meeting planners:**

- ◊ Perfect for professionals of all levels
- ◊ Works best as an opening or closing keynote session
- ◊ Highly entertaining and content-filled

• **A.R.M.E.D.**

You've seen the statistics....

More than 45% of today's workforce are millennials. Ten thousand boomers are retiring each day. There are six million vacant job opportunities in the US.

Companies are on a race to secure the right talent that will ensure their business survives the shifting workforce. Team leaders are navigating the new ways of the workplace....remote work, less direct communication, employee loneliness, and dissatisfaction. It's a brave new world and you've got to be **A.R.M.E.D.**

**In one of Mary's most popular keynotes, you'll learn to:**

- ◊ **A**tract the right customers and people to your organization
- ◊ **R**ecruit/**R**etain the right talent to serve customers and create experiences
- ◊ **M**entor/**M**anage current and emerging leaders to full potential
- ◊ **E**volve forward-thinking leadership as the corporate culture
- ◊ **D**evelop teams and talent for future success

**For meeting planners:**

- ◊ THE session for human resource professionals and leadership audiences
- ◊ A challenging and enlightening opening or closing keynote option
- ◊ Highly interactive, this program addresses generational, gender, and geographical differences and similarities as well as tactics to win the war for talent

• **Master Your World: Today's Game Plan for Maximum Profits, Peak Productivity, and Top Communication**

We hear the word leadership a lot around the office. But, do we understand what it means to be a leader – regardless of our job title or our place on the ladder? Leadership isn't just a plan for the supervisors and CEOs. Leadership is a set of principles that affects every employee, every team member, and every consumer. Leadership is what differentiates the ordinary from the amazing.

Would you like to know if your employees are searching LinkedIn for their next job? Or, if your boss has your back at the board meeting? Dr. Mary Kelly has some surprising insight into these questions as she guides you through a session that is a true investment in yourself and your career.

- ◊ Understand how leadership creates a productive and constructive team
- ◊ Learn how loyalty and relationships affect your bottom line
- ◊ Realize what most employees say they are not getting from their supervisors and leaders that causes them to leave
- ◊ Create a culture of dynamic communication

**For meeting planners:**

- ◊ Perfect as a highly motivational leadership opening or closing keynote, with funny military and corporate examples, this program includes actionable takeaways that attendees can use as soon as they get back to the office.
- ◊ Based on Mary's book, Master Your World, this is a humorous and valuable journey through leadership in today's workplace.

- ◊ Audience gets access to Mary's 5-minute Leadership Success Series plans to provide feedback that works, improve employee engagement, and triage communication to save time and produce results

## • **Futureonomics: The Economic Snapshot You Need to See Today**

Changes in interest rates, imports, investments, housing trends, trade, and tariffs...do today's news headlines have your stomach in knots? What do the changes in the current economy mean for your business? What do they mean for your own career? Heck, what do they mean for your family?

**Join Dr. Mary Kelly, one of the world's most valued economists, as she exposes the true meaning of the current economic structure and what that means for your organization's future.**

- ◊ Learn to operate and make decisions from facts and data, not emotions
- ◊ Understand what the changes in international trade mean for your industry
- ◊ Gain a valuable understanding of today's economy to improve profits and safeguard your businesses' bottom line
- ◊ Prepare your team for what is to come in 2025 and beyond

### **For meeting planners:**

- ◊ No economic overwhelm here – this session is funny and informative – and really is different than any your members have seen before!
- ◊ Popular with organizations that highly value economic information, such as manufacturing, medical, and financial associations
- ◊ Economic information plus bonus productivity and profitability tips
- ◊ Perfect for an opening or closing keynote, providing profitable information your attendees need to take back to the office.

## • **Why Leaders Fail and the 7 Prescriptions for Success**

Forget the last leadership program you sat through. In Dr. Mary Kelly's most popular keynote, the audience dives directly into everyday mistakes that cost supervisors, managers, and CEOs time, money, and even their reputations.

**These are the new rules – the seven critical areas for success that are crucial for every leader to embrace:**

- ◊ Understand why your top talent is not performing up to their potential
- ◊ Learn specific actions that lead to short and long-term success
- ◊ Control how you are perceived by your team, peers and superiors
- ◊ Identify behaviors that are sabotaging the loyalty and productivity of the people working around you

### **For meeting planners:**

- ◊ Based on Mary's book of the same title, this is an audience favorite! Perfect for a senior leaders and managers who want to become even better, this is a high-energy opening session or motivating closing keynote
- ◊ Audience gets access to Mary's 5-minute Business Series plans to organize, brainstorm, and map out goals
- ◊ Program includes the 7 Prescriptions for Leadership Success Assessment
- ◊ Entertaining, content-rich, and data-based general session

## • **Who Comes Next? Leadership Succession Planning Made Easy**

75 million baby boomers are reaching retirement age in the next several years. Whether you are one of them or one of the many leaders who will be navigating the changes, it is imperative that you have a plan.

Join economist and leadership expert, Dr. Mary Kelly, as she explains how the right succession plan will attract top talent, develop leadership skills and guarantee success for the next decade and beyond. Get out of panic mode and into a culture of continuous leadership development.

- ◊ Understand what a comprehensive succession plan is, and why it's a must-have for your business
- ◊ Gain the knowledge needed to compete in today's marketplace
- ◊ Challenge your beliefs of what true leadership means
- ◊ Learn to share your experience to create a legacy
- ◊ Prepare a customized succession plan ready for immediate implementation

### **For meeting planners:**

- ◊ Innovative, high-energy, in-demand topic
- ◊ Perfect for an opening or closing keynote, providing profitable information your attendees need to take back to the office.
- ◊ Based on Who Comes Next? Leadership Succession Planning Made Easy, Dr. Kelly's newest book

## • **15 Ways to Grow Your Business in 2021 and Beyond**

The economy is always changing, and external shocks can affect our business. Tax increases and tax credits, regulatory changes, and of course, this global pandemic is changing how we run our businesses. Great leaders need to respond to the current environment, market shifts, and customers needs

Use the 12 Months of Business Growth Resource Manual (included) to build and grow your business in every economy.

**In this in-demand session you'll learn to:**

- ◆ Put together a concise and effective business plan
- ◆ Manage and optimize the strengths and weaknesses of your team
- ◆ Embrace people's differences and differentiation
- ◆ Take action to better engage those around you
- ◆ Optimize your business relationships to ensure your career is viable and thriving

Audience members get access to some of Mary's top 5-Minute Business and Leadership Success Plans to fix problems instead of blame, take advantage of diverse opinions and ideas, coalesce teams, align your vision and mission, and get people focused on the strategic vision.

- **6-5-7: The 6 Stages of Any Crisis, Challenge, or Change, the 5 Steps to P.I.V.O.T. for Success, and 7 Leadership Reminders To Lead Through It**

**Do your people understand the six stages of a crisis?**

**Do your leaders recognize the stage their people are in and do they react appropriately?**

**Are your leaders leading, or just hoping for the right outcomes?**

- ◆ Understand the six stages of any crisis, challenge, or change.
- ◆ Implement the five ways to P.I.V.O.T. through the crisis.
- ◆ Use the seven leadership reminders to lead out of a crisis.

In order to successfully lead people through and out of a crisis, first, we have to understand the 6 stages of the crisis. Based on her Navy experiences during the first and second Gulf Wars and 9-11, Commander Mary Kelly articulates the reactions of people in various stages of crisis, challenge, or change.

As effective leaders, we have to be able to help our people P.I.V.O.T. through the crisis, by renewing their sense of purpose, influencing and inspiring others to take the right action, assessing the volatility levels, seeing the opportunities, and providing the right tools, techniques, and technology that allow people to succeed. Then we can apply Mary's seven leadership reminders, using the acronym C.L.A.M.P.E.R. so that we are providing the right response to the right people at the right time to achieve the right outcomes.

**Select Book Titles**

- **2020:** Generate Ideas. Focus on Solutions. Be Productive.
- **2020:** The Five Minute Leadership Guide
- **2020:** 5 Minutes Per Week – 52 Weeks to a Better Business
- **2019:** 249 Minutes to Increase Leadership and Productivity
- **2019:** Who Comes Next? Leadership Succession Planning Made Easy
- **2016:** Why Leaders Fail and the 7 Critical Skills for Dynamic Success
- **2013:** Money Smart: How Not To Buy Cat Food When You Don't Have a Cat - Personal finance for 18-30 year olds who want to live well and retire comfortably
- **2012:** 15 Ways To Grow Your Business in Every Economy
- **2011:** Master Your World: 10 Dog-Inspired Leadership Lessons to Improve Productivity, Profits, and Communication
- **2010:** In Case of Emergency, Break Glass! Life documents - what you need and when
- **2010:** 360 Degrees of Leadership: Steering Around the Icebergs

**Select Articles**

- [5 Questions Leaders Need to Ask to Increase Morale at Work](#)

Keeping employees motivated is crucial to maintaining an effective and productive workplace. Sometimes asking a few simple questions can yield amazingly productive results.

- [When Generation Z Hits the Workplace](#)

Generation Z'ers were born between 1997 and 2010. A quick math check tells you that many people in this group are mostly too young to be in the workforce, or they are just now getting out of high school or college to enter the workforce. So why all the concern about Generation Z now?

- [7 Ways to Communicate Better with Your Boss](#)

Good communication with the boss is critical for a positive and productive work environment. Many employees, however, struggle to communicate effectively with their supervisors.

- [Are you a leader who encourages innovation??](#)

Are you encouraging innovation or the status quo? People who are perfect in their jobs never fail. They also never take risks. Is that the work environment you want to promote?

- [5 Traits Leaders Need for Virtual Teams](#)

While there are many perks to the virtual office, organizations often struggle with the challenges around leading remotely. Managing team members without daily face-to-face interaction has its own unique set of challenges. However, leaders who focus on cultivating these five skills in their virtual interactions with employees tend to excel at remote leadership.

## Select Testimonials

You ROCKED it today, and we cannot wait to work with you again!

— Adina Skofield, California Association For REALTORS®

Not often do you have a speaker who can energize a Friday morning audience while speaking about the economy. It definitely takes a special person to accomplish this, and that's exactly what Mary is! She is a high energy, engaging and phenomenal speaker. We cannot recommend her enough!

— Aron Harrington

Mary is one of the most dedicated, energetic, accommodating, and informative keynote speakers we've ever hired. Highly recommended!

— Jack Mortimer

After seeing Mary present at a symposium for CEOs and Board Chairs, we realized she would be a very effective presenter for the Economic Update topic at our credit union's planning conference. She delivered an informative, entertaining, and very well-prepared presentation that not only covered the current economic environment, but touched on how our members and employees are affected by the environment, and how we might address those concerns. Our Board of Directors and executive team remained engaged throughout, and Mary did a great job of answering all their questions. We will be asking Mary to return to future conferences for sure.

— John Roemer

Loved her. Would like to see her at more of the events. Has so much energy and good idea that are quick to implement with my team.

— Medical Group Practice Managers Association

In a world where we are given infinite choices for how to receive information, I would choose Mary's style 10 out of 10 times!

— Women's Financial Summit