



## Tina Marie Jones

Business Consultant, Strategic Interventionist, Trainer

### Profile

Resourceful, highly versatile, results oriented business strategist and trainer specializing in working with executive leadership and business owners to increase their business effectiveness, enroll & engage staff, and find innovative positioning for products and services. Believes in building on current wins, top end products and market expertise to expand ROI and create unique product plays for human assets and hard assets alike.

### **OWNER, TINA MARIE & COMPANY; HOUSTON, TEXAS - 2009 - CURRENT**

Specializes in strategic coaching, consulting and training of key leadership/ business owners and innovative groups to reach goals in the most efficient, impactful way possible. A proponent of “Constant and Never-Ending Improvement” (CANI) for both her own personal growth and for her clients. Built a network of highly motivated and valued driven business leaders who network together to help each other achieve their goals and desires.

Specialties include helping Business Owners & Managers :

- Step up to be powerful, authentic, focused leaders of themselves and their teams
- Identify personal needs, professional motivation, “Compelling Future” visions, energy orientation
- Identify and shift limiting beliefs, inner talk, conflict patterns and ineffectiveness
- Focus on a clear decision pathway, action plan and acknowledgment of results
- Master authentic communication styles, own Personal Triggers, shift “In the box thinking”, utilize instant breakthrough strategies
- Determine effective staff selection, management, productivity and growth planning
- Calculate ROI, Profit Margins, Expense planning, Growth
- Advertising, Marketing, Cross Promotion sales launches to produce measurable revenue
- Staff motivation and alignment with company goals and directives
- Conflict resolution facilitation
- Effective Listening & Communication Skills for leadership, individuals and teams
- Creation of unique business proposals/messaging/positioning that get the deal
- Training of staff, managers, and business owners on sales, increasing meaningful service to client base and client retention
- Coaching business owners to meet their goals and balance life demands with sustainable energy and desire
- Identifying boundaries, languaging skills, and renegotiation

## **Projects Include:**

Corporate Training for executive leadership, director and management level operations.

Designed, produced and delivered massive trainings for teams and audiences up to 8,000.

Coaching leaders/business owners in the direction of their companies, goals, and life balance.

Production and Host of *Extraordinary Living!* podcast ( Launching March 2017 )

Assisted clients in forming tag lines, slogans, branding strategies for existing products and new product market entry. Website oversight and project management, social media training, and recommendations, planning.

Has produced full training programs to educate clients/ customers about product use. Video based/ Audio programs/ Web based programs/ and live training programs for a variety of industries.

Has produced presentations for business owners to sale large systems, market at conferences, and close complex deals.

Trained audiences on how to best brand and deliver their messages to most efficiently reach their niche markets and create the greatest ROI.

Creator of a weekly radio program that reached over 90,000 listeners worldwide on a platform that basically runs itself now and reaches consciously minded demographics interested in sustainable goods and services.

Also produced a weekly television program that was delivered into mass markets, producing revenue on sponsorship, advertising, pay per view, and affiliate marketing programs. Tina Marie utilizes her extensive media background and connections to now provide her clients access to an effective publicity.

Has helped clients produce their own television, radio and web based media programming.

## **Keynote Speeches**

**Extraordinary Realized!** - Living an extraordinary life is not a pursuit of someone who settles. It takes creating the very person you desire to be. Claiming “Extraordinary” is a skill. It can be taught yet each person must desire it, want to live it and not wait. Hesitance kills dreams. Learn to live an extraordinary life!

**Effective & Useful Communications** - Communicating effectively requires skills beyond language, beyond speech, beyond grammar... it takes courage. Learn how to be the most effective communicator you can be... one that people welcome to the table, lean in to hear, take notes and quote. Your massive influence is in your ability to communicate.

**Live a Life Unreasonable** - Our reason, although needed, blocks our genius. Genius births from beyond reason, beyond reasonableness. Those who push through the ceilings of has been, what ought to be and seems to be create outside the realms of reason. if you know yourself to be an innovative thinker yet have felt held back... this keynote is for you and your audience!

**The Power of Self Confidence** - We wear our power on our sleeves, waiting, hoping, wanting. When our confidence is susceptible to the influence of others our entire being is at risk ... at risk of never living the life we were brought here to live

**Beyond Listening** - What do people really hear? What is in the way of listening? Learn how to stop your normal patterns of listening and go beyond human listening into a realm of human connection that creates true depth and meaning.

**Thrive!** Delivers a set of well positioned key note speeches and also trains clients on how to brand their own messages and how to deliver them with the most impact to set themselves apart as extraordinary leaders and experts in their fields. Trains on how to focus messaging on achieving the most efficient results and strong returns on investments of both time and capital.

## **Coaching & Business Clients**

Created an inventory system that helped clients identify their biggest fears, and their strongest skills. Facilitated clients to understand their core values and the need to come from those as a foundational step when deciding goals and personal as well as business visions. Helped clients define purposeful goals which are in alignment of their overall vision. Helped simplify, organize and focus client's time and attention toward their goals. Coached client's along the way to allow the client to best learn valuable life lessons and techniques that will continue to aid their ongoing success. Has worked with clients all over the world on a bi-weekly, weekly and bi-monthly basis.

## **Past Work**

### **NUTRITIONAL COUNSELOR, OPTIMAL HEALTH CORPORATION; HOUSTON, TEXAS - 2006 - 2009**

Built a nutritional counseling clinic that provided access to multiple wellness programs all housed in a single coop facility. Worked in partnership with multiple service providers to design a comprehensive healing approach for their clients. Maintained inventories, schedules, managed employees, marketing, publicity, sales and financials.

### **VICE PRESIDENT BUSINESS DEVELOPMENT, BLUWARE, INC.; HOUSTON, TEXAS - 1999 - 2006**

Took helm of all business development operations, marketing, public relations, hiring and project management with eleven employees in the firm and revenues at \$800,000. Responsible for building firm's foundational systems, processes, branding, and services lines. Built sales team, internal office operations, and technical service products and delivery teams. Helped expand client services, and products under management. Designed work flow, and best practices to allow for company expansion and compliance to changing employer regulations. Reported sales projections, targets and actuals to upper management. Designed, wrote, delivered, and managed sales process for many government and high end corporate proposals. Followed sales cycle from prospect to close and post into customer service for continued client penetration. Created efficient and stimulating sales proposals and delivered multiple sales and corporate training presentations to a variety of employee levels from executive to staff. Acting as the VP of Sales and Business Development, was highly instrumental in the growth of the firm from an \$800,000 firm to a \$10M, multi-language, global award winning company.

### **SENIOR PROGRAMMER, DYNEGY CORP; HOUSTON, TEXAS - 1991 - 1999**

Worked in Corporate Information Systems Department as a systems analyst and programmer for the accounting, trading and pipeline transportation systems. Responsible for identifying business unit requirements and communicating them to staff programmers, in addition to testing and training of system functionality .

## **Education**

University of Houston, BBA, Systems Analysis and Design - 1987-1991

Clayton College of Natural Health, Masters of Science, Holistic Nutrition - 2003 - 2005

Certification in Life Coaching from Life Mastery Institute, Los Angeles, CA. 2009-2012

International Coaching Federation, Associates Degree 2011

Arbinger Institute Facilitator, 2012

Robbins-Madanes Institute, Strategic Intervention Facilitation Certification 2013 - 2014

Strategic Intervention Excellence Certification, 2014

Epstein Technologies Master Trainer, 2015 - Current

Epstein Technologies - Corporate Training Global License Holder

## **Other Personal Development Education**

KAIROS, Life Training, 2001 - 2011

Way of a Warrior Training I & II, 2003 - 2008

The FIRE Training I & II, 2009

More To Life Weekend Training I, Supervisor, Senior Leadership, Co-Chair, 2004 - 2006, 2011

Life Mastery Institute, Consultant Training, 2012 - 2013

Anthony Robbins, Unleash the Power Within, 2012, 2013, 2014, 2015, 2016

Anthony Robbins, Date with Destiny, 2012

Anthony Robbins, Business Mastery, 2016

## **Awards**

- 2016 RANKED HOUSTON'S TOP BUSINESS COACH AWARD BY YELP
- 2016 TOP 10 BUSINESS COACH IN HOUSTON BY GOOGLE
- 2016 INNOVATION SPEAKER FORUM SPEAKER NASA
- 2015 HOUSTON MOST DYNAMIC BUSINESS WOMEN BY HOUSTON MAGAZINE
- 2015 STRATEGIC INTERVENTION EXCELLENCE AWARD
- 2014 MOST INFLUENTIAL SPIRITUAL LEADER AWARD BY ORIGIN MAGAZINE
- 2013 LIFE MASTERY INSTITUTE ACHIEVEMENT AWARD

## **Products & Programs**

**Abolish Your Inner Saboteur!** - A live 3 day weekend experience of personal transformation created, produced and trained by Tina Marie herself.

**"Building Energetic Teams - When Human Capital is your greatest asset"** - A training series for corporate teams and their leadership

**The Innovative Leader** - A training series/ and or retreat weekend for leaders who seek to go beyond their current level of thinking and influence.

**The Business Accelerator System** - a 2 day experience for business owners to map their progress, plan their growth and instill daily, weekly, monthly, and annual acceleration points for their personal development and their business growth.

**Focus!** - a system to train your brain to have more mental and emotional focus each day.

**Hi Sexy!** - A self esteem enhancement system for women

**Sacred Cord Clearing** - a psychic cleansing to rid emotional heaviness and ancestral cords from our being so that we may progress in our lives with light, power and insight.

**The Perfect Prospecting Formula** - Learn to serve vs sell. How to build your lists, authentically connect and close contracts with your future raving fans!

## **References**

Available upon request.