

Available for **KEYNOTE** or **SEMINAR**

# Create Million-Dollar Managers **in 90 Days**

## How Every Manager Can Blow the Lid Off Earnings, Profits, and Shareholder Equity

### **GIVE YOUR MANAGERS THE POWER TOOLS TO:**

- Add 20% to your bottom line using two simple management checklists
- Accomplish in 36 hours what would take your competitors years to figure out
- Unmask impostors
- Hold everyone accountable to their piece of the action
- Set million-dollar goals and controls with built-in results—not wish lists
- Know the difference between good goals and bad goals—the 9 criteria
- Make 3 critical improvements to your leadership style for same-day results
- Master the most overlooked technique for keeping employees motivated
- Eliminate the need for “teambuilding” exercises with just one leadership action
- Avoid layoffs and profit from doing so

**W**hat do your managers have in common...with Jack Welch, Donald Trump, and Bill Gates? They can now get their hands on proven, repeatable high-return tools and systems that top entrepreneurs use to consistently launch platinum-level results. Find out how, when Jim White brings your audience face-to-face with the good, the bad, and the unprofitable when it comes to leadership and management strategies.

**FOLLOW HIS LEAD!** Jim shares with your managers the same “Goals and Controls” tools he developed and used to successfully buy, grow, and sell his own 22 companies worldwide. This process has now touched more than 10,000 individuals and organizations worldwide. Jim has already added over \$500,000,000 to corporate America’s bottom line and millions to individual bank accounts. Don’t miss this opportunity to claim these same results for your company.

*“I’m not asking you to do anything I haven’t been, or am not, willing to do myself.”*

— **JIM WHITE**



**BRING JIM WHITE TO YOUR NEXT EVENT**

**TOP COMPANIES and CEOs have been tapping into this process for nearly 20 years. NOW IT’S YOUR TURN!**



CIRCLE of SUCCESS®

Contact:

**Susan Kendrick**

Call Toll-Free

**1-888-934-2257**

[susan@jlwhiteinternational.com](mailto:susan@jlwhiteinternational.com)

# You're about to discover the best-kept secret in Corporate America...

*"Jim helped our company achieve over 100% growth in four years, become the #1 brand in our category, and expand our national and international markets in a slow-growth food industry."*

RICARDO ALVAREZ  
CEO AND PRESIDENT  
JUANITA'S FOODS, INC.

*"Your Circle of Success process has helped my new company reach 3.5 million dollars in revenue our first full year. Within two years we reached the 5 million mark and, better yet, almost doubled net profit margins at the same time. Thank You!"*

CURT BOUTWELL, PRESIDENT  
KCI ENVIRONMENTAL

*"With Jim's help, I've become a much more effective executive. In three years our organization doubled its net worth and added two successful, high-quality programs. Jim's guidance in goal setting and action planning has proved invaluable."*

SCOTT LEARY, EXECUTIVE DIRECTOR,  
BUILDERS EXCHANGE OF ALAMEDA COUNTY

➤ *This process and its results often require confidentiality. Please contact us directly if you would like additional references.*

Are all of your **ORGANIZATIONAL GOALS** being met?

If you wrote down the three most important goals of your organization, then **ASKED YOUR KEY PEOPLE TO DO THE SAME**, would the answers agree?

Do you have a **CLEARLY DEFINED** chain of command?

Are all of the key people who make up your organization **"KEEPERS"**?

## Make the right things happen ... in 90 days or less!

**F**or more than twenty years, Fortune 500 companies, CEOs, management teams, trade associations, and more have participated in Jim White's Circle of Success® leadership development process. President of JL White International and creator of Jim White's Classic Movie Series®, Jim White has also achieved international recognition as CEO of Blount World Trade Corporation, Vice President and Division Manager with Ingersoll Rand Equipment Corporation, and Owner and Managing Director of ACEC Centrifugal Pumps NV, Belgium. He is a celebrated speaker and seminar leader worldwide.

**JIM WHITE, PhD**  
Consultant and Speaker



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### Sample Client List

#### CORPORATE

- GE Power
- Georgia-Pacific
- Pricewaterhouse Coopers
- Sprint
- Sysco
- Trader Joe's

- Wells Fargo

#### ASSOCIATIONS

- American Management Association
- The Associated General Contractors of America

- National Venture Capital Association

- Associated Equipment Distributors

- Project Management Institute



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**Jim White, PhD**

# Biography

By 1991, Jim White had achieved international recognition as a leadership expert through his work as CEO of Blount World Trade Corporation; owner and Managing Director of ACEC Centrifugal Pumps NV, Belgium; and as Vice President and Division Manager of Ingersoll Rand Equipment Corporation. He had also successfully bought and sold twenty-two companies over two decades. Most of these were companies in trouble that he brought to life as thriving, profitable enterprises—a pattern from his earliest days in business when he made it a point to take on the toughest assignments. In 1991, Jim founded JL White International, Inc., and Circle of Success®—a yearlong, customized leadership and management transformation process. This process includes all of the day-by-day systems and techniques Jim developed and used to transform his twenty-two companies. Based in Monterey, California, Jim shows other companies, organizations, and individuals exactly how to create their own unprecedented profit—both professionally and personally.

## RESULTS INCLUDE:

- Taking a prominent food manufacturer from \$70 million to \$175 million in three years and increasing EBIT by 7%
- Helping start-up companies reach the \$10 million mark in 13 months
- Consistently taking companies from \$5m to \$10m, \$10m to \$20m, \$20m to \$50m, \$50m to \$100m, and more—with the only contracts in the industry to guarantee these results

Jim White offers a variety of innovative programs to accelerate profits through proven management and leadership strategies. One of the most popular is Jim White's Classic Movie Series®, a favorite of entrepreneurs, in boardrooms, at team meetings, and at trade events across the U.S. These one-day workshops use the power of classic movies like 12 O'Clock High, Twelve Angry Men, Apollo 13, and many others, to help participants learn successful management styles, decision-making processes, corrective action techniques, morale-building methods, productivity pushers, and accountability tools.

## WHAT MAKES JIM DIFFERENT?

Jim not only addresses larger management issues and profitability, he also helps participants in each of his programs look closely at personal leadership issues that have shaped their current conditions and will determine the extent of their future success. His methods have turned around failing companies and jump-started personal fortunes. His participants lead better lives and vastly better organizations.

**JIM WHITE, PhD**

*Consultant and Speaker*



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**Jim White, PhD**

# Clients

**Jim White and JL White International serve clients in more than two dozen industries.**

## **Corporate Clients**

### **Include:**

ACEC Union Miniere  
American Predator Corp.  
Anadarko Petroleum Corp.  
Saudi Aramco  
Aresco  
AT&T  
Bechtel  
Borg-Warner / Flowserve  
Boyles Brothers Drilling  
Cisco Systems  
GE Power  
Georgia-Pacific  
Goldman Insurance  
Hayward Lumber  
ILOG, Inc  
Jacobs Engineering  
Johnson Drilling  
Kinko's  
Kurz Instruments  
Macy's West  
Mid-South Orthopedic Associates  
Sundt  
Mobil's Beryl B Platform  
Morrison-Knudsen  
Occidental Oil of Libya  
Old Republic Title Company  
Overseas Private Investment Corp.  
Pacific Bell

Pacific Gas & Electric  
Pacific Stock Exchange  
Parsons-Brinckerhoff  
Peabody Coal  
Pinncon Construction  
Pertamina-Indonesia  
Pinkerton Securities  
Premier Technologies, Inc.  
PricewaterhouseCoopers  
Rolls-Royce  
Ruiz Foods  
Shaw Development  
Shell Refinery-Netherlands  
Sprint  
SUMED-Egypt  
Sysco  
Trader Joe's  
Volvo  
Wells Fargo  
Winzler & Kelly  
Consulting Engineers  
ZADCO-Abu Dhabi

## **Government Clients**

### **Include:**

U.S. Army Corps of Engineers  
Belgian Government-Wallonia  
CDF San Mateo & Santa Cruz Counties  
City of Soledad  
Nigerian Government  
Oil Ministry of Kuwait

Sri Lankan Government  
Thai Government

## **Associations**

### **Include:**

American Institute of Architects  
American Management Association  
Associated Equipment Distributors  
The Associated General Contractors of America  
Builders Exchange of Alameda County  
Project Management Institute  
National Venture Capital Association

## **Non-profit and Educational Organizations**

### **Include:**

Stanford University  
United Way  
University of Phoenix  
United States Agency for International Development (USAID)  
Williams College

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**Jim White, PhD**

# Case Histories

**W**e respect the strict confidentiality requested by our largest clients. Much of our work is also with start-up and mid-sized companies. The results are just as impressive. Here is a sampling.

*Please contact us directly if you would like additional references.*

## 100% Growth in Four Years

RICARDO ALVAREZ, PRESIDENT AND CEO, Juanita's Foods, Inc.

"In my previous company, our relationship with Jim White began when the entire management team of our midsized foods company attended his workshops. This learning experience and Jim's coaching helped our team bond, come together, and achieve excellent results. We also used Jim as a facilitator for various strategic planning meetings. The results of these meetings helped our company achieve over 100% growth in four years, become the #1 brand in our category, and expand our national and international markets in a slowgrowth food industry. We also improved our communication skills, goals and objectives setting, and execution."

## Cut Meeting Times by More Than 50%

JERRY REIMER, DIRECTOR, Sakata Seed America

"I attended one of Jim White's workshops several years ago, and I'm still using the techniques that I learned for how to manage a meeting, how

to manage people, and how to use my extra time to improve my personal life. Using the 80- 20 rule, I now manage and use my time much better. I ended up sending all my management team to his workshop. We cut our meeting times down from 4-5 hours to just 1-2 hours, and get so much more done. We have also saved a lot of money by improving our company efficiencies. I recommend that every person in business attend at least one workshop."

## Doubled Our Net Worth

SCOTT LEARY, EXECUTIVE DIRECTOR, Builders Exchange of Alameda County

"With Jim White's Circle of Success® leadership training process, I studied how to become an effective executive. I applied the practices and tools provided by the training and, in a very short time, made momentous gains for our organization and for my own personal success. In three years, our organization doubled its net worth and added two successful highquality programs. Jim's guidance in goal setting and action planning has proved invaluable for me. Focusing on getting the right things done has boosted my success both professionally and personally. The Circle of Success has provided a great and lifelong benefit. Thank you, JL White International."

## Developing the Right Team at the Top

SALLY PLANK, EXECUTIVE DIRECTOR, Sunny View Retirement Community

"Jim White's Circle of Success management process has been the most significant skill set I have learned and used in my twenty-five-year management career. I have now known and worked with Jim White for more than ten years. Through using the excellent management tools learned through his programs, and Jim's personal consulting and involvement, our retirement facility is thriving! Jim's vast knowledge and experience have directly influenced our company's success, with the following outcomes:

- We developed a highly functional, dynamic team of directors who have improved our company's work environment and team development, thus increasing the accountability and effectiveness of our entire management team.
- We decreased turnover of employees by 25 percent, again due to the development of our directors.
- In the past five years of operation, we achieved our financial goal of

meeting our expenses with only the income from the operation, rather than depending on gifts, grants, and investments. There are now dollars for redevelopment of our aging campus.

"Another aspect of Jim's leadership development process is his expertise in DISC analysis of all our prospective directors, which provides crucial information for hiring the right individual for the position.

"Words cannot express Jim's ability to connect and surmise a...

*Continued on next page...*

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*Consultant and Speaker*



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# Case Histories

## PAGE 2

work situation in all aspects, and then assist a manager in solving the issues. Over and over I have witnessed transformation of our management team through his Circle of Success three-day workshops. I am continually amazed at the significant, life-altering changes in individuals who participate, if they are open to growing and transforming. Each director has benefited from the personalized approach to developing areas of opportunity and personal development.

“When I think of Jim White, his energy, passion, and vision come to mind. He is a bright man and his charismatic presence exudes confidence and boosts the confidence of those around him. He has helped me stretch beyond my view of myself. His incredible gifts of seeing the potential in people, and of being a change agent with individuals in reaching their potential personally and professionally, never cease to amaze me.

“Jim’s Circle of Success philosophy cannot help but spill over into all aspects of your life and assist in both professional and personal goals. The ‘What’s My Purpose’ modules are also a unique and thoughtful look at analyzing what an individual’s gifts and talents are, assisting individuals in finding the right professional and personal directions in their lives.”

### *And, from the team...*

PATRICIA YOUNG, DIRECTOR OF RESIDENCE SERVICES, SUNNY VIEW RETIREMENT COMMUNITY

“I definitely have a new map of goals and controls laid out before me, and I know what I am supposed to do. Jim is an incredible man with such great focus and vision. I know I am going to be very successful with this new information.”

### **Finding Our True Calling**

DESIREE WATSON, CO-FUNDER WITH MARK WATSON, KAMUELA LIFE RETREATS & GUIDED PURPOSE PROGRAMS

“My husband, Mark, and I attended Jim White’s Circle of Success® in May 2004. We discovered we owned a business that we had no heart for. So, we consider his work with us to be a catalyst for moving into the calling of our souls. “We have now launched a new business called The Power of Guided Purpose”.

We help people get clear about their unique callings and begin stepping into them. We apply many of the superior business ideas and principles we’ve learned from Jim. What is so useful about the Circle of Success® model is that it is well-rounded and includes personal growth as an important piece of the puzzle toward success. We really appreciate Jim’s care and concern for us

personally, and for our success in life.

“We have used Jim White’s model of vision, mission, and values for our new business to define what we are all about. His time-management module has helped us stay focused on priority tasks for creating our personal and business productivity, and stay on purpose in our Purpose. The feedback module was tremendously helpful, hearing what our colleagues pointed out as our strengths and weaknesses. We have found the DISC model he uses beneficial for understanding the behavior of others we work with. Although we do not have employees, we do have affiliates, and this tool is useful. The DISC model has also helped my husband and I communicate much more effectively with each other!

“Jim White’s commitment to excellence is unique in our world. Mark and I both appreciate his integrity, honesty, and commitment to his clients’ success. He always goes the extra mile to help others and get things done. I highly recommend Jim White and his Circle of Success process for anyone who is ready to take their business to the next level of success, and enjoy the process of getting there. Jim will ALWAYS be at the top of our list of people we admire and enjoy spending time with.”

### **Perfect Timing**

CHARLES BETTERTON, PRESIDENT AND CEO, ULTIMATE DESTINY NETWORK

“The most comprehensive workshop I have ever attended. You delivered an amazing amount of information. This opportunity to learn, grow, and prosper with you was one of the richest gifts I have ever received. You endowed us with an amazing generosity, wisdom, insight, and resources. The timing was perfect for my personal development process and for the projects I have been co-creating. I look forward to continuing to learn with you and be further blessed as you guide and coach me and the companies we are creating.”

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**Jim White, PhD**

# Popular Presentations And One-Day Workshops

## The Customer Service Myth

The Real Secret to “Wowing” Your Best—and Worst—Customers

**Did you know your best attempts to keep customers happy can hurt your bottom line?** Jim White shows you how to solve this and other hidden traps of the customer service cycle, often for same-day results. This process is known to not only create rave reviews and word of mouth advertising from your customers, but to increase your bottom line by as much as 20%.

## Time-Management for 24/7 Leaders

How to Free Up 8.5 Hours a Week Where You Need it Most

**Jim shares the eleven techniques that guarantee more productive use of your time.** Use these tips to run meetings, answer emails, make appointments, inspire your sales staff, write reports, make better use of your drive time, and more.

Your audience will learn to:

- Identify the three biggest workplace time traps and how to dodge them
- Get back an hour each day with this one, simple technique
- Create pockets of unclaimed time during a typical (and not so typical) day
- Plan around the time-wasters most common to women and those that hit men the hardest
- Use procrastination to your advantage—without anyone noticing

## What’s My Purpose?

How Great Companies Inspire a Passionate Workforce

**Create a more energized, focused, dedicated staff.** Based on the famous “What’s My Purpose” segment of Jim White’s Circle of Success® leadership development process, this workshop allows Jim to guide participants through an eye-opening personal assessment and action plan. Your staff address and resolve concerns impacting them on and off the job, including:

- What is your place in your world, your work, and your life?
- What gives you a sense of purpose and meaning?
- Is your perspective on money, happiness, and success working for or against you?
- How can you get more from the way you spend (and waste) time?
- How can you bring true passion to everything you do—at home and in your career?

*See More Topics on Next Page ...*

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*Consultant and Speaker*



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**Jim White, PhD**

# Popular Presentations And One-Day Workshops

## Leadership

- Earth to the Moon
- Change Management
- The Irrational Side of Change Management
- The 21st Century Leader
- Life Cycles in Your Business
- You Get What You Negotiate
- Your People Will Give You What You Will Accept
- The Enterprise Score Board
- DNA of a Leader
- Lessons from Lincoln
- Are You Happy?
- Quality of Life-Work
- Purpose, Passion, Profits

## The Economy

- How to Prosper in Any Economy
- 5 Things You Must Do Now to Prepare for Better Times
- Bid the Work, Not the Competition
- A Time to Lead!

## Lessons From ...

- BP
- AGI & Wall Street
- Enron

## Project Management

- Leadership for Project Managers
- The Ability To Communicate Is 85% of Your Success
- Your Attitude Is Showing
- What Is Your Face Saying?
- DISC: The Universal Language
- Hope Is Not an Option
- Trust Feeds the Bottom Line
- Right People, Right Job, Right Time
- Accountability
- Anything Worth Doing Is Hard at First

## Sales & Marketing

- Behavioral Selling
- Marketing to Decision Makers
- Build a Better Brand
- PR That Works

## Classic Movie Leadership Summits

- Twelve O'Clock High
- Apollo 13
- 12 Angry Men

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**Jim White, PhD**

# Circle Of Success®



## Why CEOs choose this process for themselves and their companies

Circle of Success® is the only process available to CEOs and their companies that guarantees dramatic, measurable improvements to earnings, profitability, and shareholder equity—within the first 90 days. It brings how you lead and how you live into clear focus so you can move into the next stage of both leadership and life with precision and power. You get a high-yield blend of business strategy and corporate therapy you can take straight to the bank.

## How it works

Circle of Success is a yearlong, intensive management and leadership development process that focuses on who you are as a leader and a person, and how bringing those two forces together will benefit the total package—for you and your organization. The process lasts a full year to make sure that you are supported through each fully customized strategy, timetable, action plan, and achievement. This is not about binders full of “initiatives” or giving you something to work on later. It’s about creating results with you, right now, side by side.

### WHAT KIND OF RESULTS?

- Increase earnings
- Improve net income
- Drive up shareholder equity
- Expand market share or get it back
- Avoid layoffs and profit from doing so
- Make your company more dominant in its field

The bottom-line results are always increased cash flow, earnings, and other measurable, bankable improvements. But you also address how you live your life on and off the job. You are guided in bringing your personal and professional lives together to create a culture of balance that will benefit both.

It’s an eye-opening process.

### A sampling of the questions you will answer during this process:

- What are my best—and worst—employees saying about me?
- What are my best—and worst—clients saying about me?
- How can I detox my “to do” lists and take control of my work and my life?
- How can get a better view of my blind spots?
- How can I become a better CEO, partner, and parent in just 36 hours?
- What’s wrong—and what’s right—with how I approach work and life?
- What can I do tomorrow at 8:00 a.m. that will make a difference?

### One part business strategy— one part “corporate therapy”

Jim says that too often people feel overwhelmed by their positions. “Some have been promoted beyond their capability,” says Jim. “Others simply operate with poor communication, inefficient time management, misplaced values, no clear mission or vision, or they simply act out of a fear-and- survival mode that ends up hurting them and their organizations.”

Circle of Success helps people and companies get out of their short-term, quick-fix, patchwork thinking. This process will help any company grow, expand, and certainly stop the flow of red ink. The Circle of Success process employs “Real-Time-Results Checklists” and 10- minute techniques so that you can start doing things differently in the office and at home. The reality-check nature of the process is also enhanced by participants coming together in small, highly interactive groups of 12 to 16 people, all from different industries but all at the same next-level status – CEOs with CEOs, etc. Participants are hand-selected to achieve the greatest results for each one in the group and for the dynamics of the group as a whole.

Customized for each participant before, during, and after the yearlong process, Circle of Success addresses the following management issues:

MANAGEMENT SKILLS	MANAGING CHANGE
COMMUNICATION	TEAM BUILDING
PERSONAL GROWTH	WORKING SMARTER
LEADERSHIP DEVELOPMENT	BUSINESS ETHICS
GOAL SETTING	TRUTH & ACCOUNTABILITY
MOTIVATIONAL TECHNIQUES	IMPROVING CUSTOMER SATISFACTION
STRATEGIC PLANNING	

You can participate on your own, send individual employees, or Jim can bring the Circle of Success onsite to your company to work with key leaders and managers, teams, or your entire staff.

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# Fee Menu

## **NORTH AMERICA (Includes Canada and Mexico)**

Keynotes and Seminars (up to 1 hours).....	\$7,500
Keynotes and Seminars (up to 2 hours).....	\$15,000
Keynotes and Seminars (up to 3 hours).....	\$25,000
Full Day Seminars (up to 6 hours).....	\$35,000

## **INTERNATIONAL**

Keynotes and Full Day Seminars.....	\$45,000
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## **MULTIPLE PROGRAMS**

We offer a 50% discount for additional programs booked for the same day at the same conference. For example, the first program is contracted at full price and every additional program is contracted at half price. We offer a 25% discount for additional programs booked by the same client/sponsor. For example, the first program is contracted at full price and every additional program is contracted with our 25% multiple booking discount. NOTE: This discount is applicable only if the contracts are issued simultaneously.

## **MEDIA & PUBLICITY**

In order to create excitement and awareness of Jim White’s appearance at your event, he is happy to fulfill media requests when his/her schedule allows. Pre-recorded interviews are preferred over live interviews.

## **TRAVEL EXPENSES**

Travel expenses are in addition to the speaking fee. Travel expenses include first-class airfare, up to 2 night’s hotel accommodations (king, non-smoking, guaranteed late arrival), meals and ground transportation in host city. A \$75 per diem is also charged to cover ground transportation in home town, tips, and meals while traveling. To reduce Jim’s out of pocket expenses, we request that hotel room charges be billed directly to the organization’s master account. When Jim’s schedule includes more than one program on the same tour, airfare expenses are prorated.


## **HOLDING & CONFIRMING DATES**

If you have specific dates in mind for your meeting, we’re more than happy to hold a date for you. This hold can be placed on our calendar for up to 30 days. If another client requests the dates you are holding, you will be notified by phone and given 48 hours to make your decision either to go to contract or release the dates. To secure the date, a program agreement will be issued. This agreement is to be executed and returned within two weeks and requires a 50% deposit. The remaining 50% balance is due two weeks prior to the appearance.

## **RECORDING THE PRESENTATION AT YOUR EVENT**

If you wish to video or audio tape Jim’s presentation, you must sign a release. There are two forms; one is if you wish to use the recording for archival purposes only. The other is for those who wish to make the recording available to attendees or later for a period of time (either video or audio).

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