



**JERRY  
TEPLITZ  
ENTERPRISES, INC.**

Here's the information on my keynotes, seminars and programs for you to review. What you'll find below are:

- Industry Leader Comments
- My Biography
- Suggestions For Programs
- Letters from Satisfied Clients
- Comments From Attendees

For more in depth information on other programs I have to offer, you can go to my website at [www.Teplitz.com](http://www.Teplitz.com).

If you or other decision makers would like to see how I present, you can go to my website at [www.Teplitz.com](http://www.Teplitz.com). When you are at the home page, click on the button that says Video and Audio Demo Tapes. The video demo tape is not made of short clips; instead, it is the first 16 minutes of an after-luncheon program. This will allow your members to get a clearer understanding of why I receive such high audience ratings and the comments are so positive. As you'll see from the Suggestions for Programs sheet below, this is only one of a number of presentations I can do for your group.

Let me know if there is any other information I can provide you to assist you in your decision-making process. You can reach me at 800-77-RELAX or email me at [Jerry@Teplitz.com](mailto:Jerry@Teplitz.com).

Sincerely,

Jerry V. Teplitz, JD, Ph.D.  
President

1304 Woodhurst Drive, Virginia Beach, VA 23454  
(757) 496-8008 ♦ 800-77-RELAX ♦ Fax (757) 496-9955  
[Info@teplitz.com](mailto:Info@teplitz.com) ♦ [www.Teplitz.com](http://www.Teplitz.com)



**JERRY  
TEPLITZ  
ENTERPRISES, INC.**

## **LEADERSHIP**

### **Feedback From Industry Leaders On Dr. Teplitz' Programs**

**"Our people found your programs very enlightening and valuable. I would recommend your programs without reservation to any CEO in pursuit of the artful leadership of her/his troops."**

John Rakolta, Jr., Chairman & CEO  
Walbridge Aldinger

**"We have had Dr. Teplitz present at four of our seminars in the past two years that include senior and mid level managers in state and federal bank regulatory agencies. I see many of the participants at subsequent programs. Months and years after seeing Dr. Teplitz, they tell me they are still using some of these techniques. If you need a sure hit program that delivers immediate and long lasting value, this is it."**

Roger Stromberg  
Senior Vice President-Education  
Conference of State Bank Supervisors

**"Your presentation was wonderful. You took the mystery out of why some days we feel that we can literally move mountains...and other days it feels like every move creates mountains of frustration."**

Linda A. Dickerson, President  
Chief Executive Officers Club

**"Your presentation was a great success, and I know that everyone who attended your presentation came away with ideas and skills which they will be able to put to practical use in their roles as managers and leaders in their firms."**

Susan Hodgkinson, Conference Chair  
Toronto Law Office Management Association

**"Your programs were truly enlightening.... Our attendees were particularly pleased with your innovative approaches to time-management and motivation.... As a whole, your ratings on the evaluations were superior."**

Jeff Lambert, Program Manager  
National Association of Home Builders

1304 Woodhurst Drive ♦ Virginia Beach, VA 23454  
(757) 496-8008 ♦ 1-800-77-RELAX ♦ Fax (757) 496-9955  
[Info@Teplitz.com](mailto:Info@Teplitz.com) ♦ [www.Teplitz.com](http://www.Teplitz.com)

**“The Leadership Program you brought to the Michigan Executive Officers Council on September 23 in Traverse City was outstanding. You were masterful in defining and integrating the various styles under which we all operate.**

**Even more importantly, you made us think about how we accomplish common goals with our respective Staff and our volunteers. I am writing this letter because I did not feel it would be possible for you to top that program. However, you were able to exceed your level of performance at our Board of Directors Planning Session.”**

Elaine B. West, CAE, CIPS, LTG  
Chief Executive Officer  
Greater Lansing Association of Realtors

**"You provided some incredible human technology tools, leading-edge ideas and a new life changing philosophy for participants to use. Thank you for being such an important part of the Alpha Gamma Rho Leadership Program."**

Larry Heidebrecht, President  
Customer Satisfaction Systems, Inc.

**“Thank you for directing such a successful leadership program. We received many comments on the excellence of the program and of the accompanying exercises”.**

Donna D. Wachter, Executive Director  
Association of Professors of Gynecology and Obstetrics

**"Choosing you to deliver the closing keynote was one of the best decisions we could have make. Our members were thrilled with the information and energized to go back to their associations. Without a doubt, your keynote was the highlight of the seminar."**

Melissa Leighton  
Assistant Director, Executive Officers Council  
National Association of Home Builders

# Jerry V. Teplitz, J.D., Ph.D.

*Certified Speaking Professional*

---



## Looking for an Exciting Speaker?

If you demand an uplifting, unique program experience which is presented by an award winning speaker, attorney, and author;

If you want a program that is educational, entertaining and holds participants' interest;

If you are looking for someone who teaches techniques that can be applied immediately, gets the audience involved, promotes positive thinking and is customized to your particular organization;

If you want someone whose presentations have long-term benefits, receives outstanding audience ratings, and comes with a money-back guarantee, you need Dr. Jerry V. Teplitz.

## Programs:

**Managing The Stress Of Change**

**Switched-On Selling**

**Increasing Your Leadership Power**

**Effective Time Mastery**

**Your Management Success Formula**

**Working Together**

## About The Speaker:

Dr. Jerry V. Teplitz is a graduate of Northwestern University School of Law and a former attorney for the Illinois Environmental Protection Agency. He also holds a doctorate degree from Columbia Pacific University. Dr. Teplitz, an accomplished professional speaker for almost 30 years, has spoken to over one million people. He has been designated a Certified Speaking Professional by the National Speakers Association. This designation has been given to less than 9% of its 4200 members. He is author of the book *Managing Your Stress* and his latest books are *Brain Gym for Business* and *Switched-On Living*. He is listed in several editions of *Who's Who In America*.

## What Clients Are Saying:

"Your presentation at the CEO Club was a ten. Everyone I talked with was excited"

*Hank S. James, Coordinator, Chief Executive Officer's Club*

"Your entertaining delivery kept everyone riverted with your words. Typical responses include 'Absolutely Incredible!' and 'The most informative seminar I've ever attended!'"

*Dee Dee Casillas, Marketing McBride and Associates, Inc.*

"Our attendees were completely blown away by your presentation. Everyone was talking about it. Your presentation will have a lasting impact on our members. You made me a hero."

*Sue Cantwell, Director Education & OD, Grocery Manufacturers of America*

"You have one of the most, if not the most, intriguing and unique presentations we have included in any of our programs. We have the pleasure of working with many speakers and there are several we can depend on without question to deliver value. You are one."

*Roger Stromberg, Senior Vice President – Education, Conference of State Bank Supervisors*

**For more information call, fax, write or go to our website:**

**Jerry Teplitz Enterprises, Inc.**

**1304 Woodhurst Drive, Virginia Beach, VA 23454**

**800-77-RELAX (757) 496-8008, Fax (757) 496-9955**

**Email: [Info@Teplitz.com](mailto:Info@Teplitz.com) Website: [www.Teplitz.com](http://www.Teplitz.com)**

# PROGRAMS

BY JERRY V. TEPLITZ, J.D., PH.D.  
**KEYNOTES AND SEMINARS  
ESPECIALLY DESIGNED FOR  
LEADERSHIP DEVELOPMENT**

## **Your Leadership Success Formula**

With the increase in competition and changes in the workplace, the key to good management practices now requires a clear understanding of human behavior. Through this program leaders will learn their own behavior style while they also receive a picture of the style of the people they have to manage. This information will allow them to better relate to and motivate their subordinates, and is also valuable in team building, hiring, and the correct placement of personnel.

## **Speeding To Effective Time Mastery**

With the complexities of the business world today, there never seems to be enough time to accomplish everything we need to do. Through this program participants will discover their own time management strengths and weaknesses leading to the development of a personal, effective time management strategy.

## **Hiring, Placing & Motivating Excellent People**

The key to success within any organization is hiring the right person for the job and then keeping them properly motivated. Through this seminar, participants will gain tools that can be used to determine the strengths and weaknesses of a potential employee, as well as the ability to determine the most appropriate placement of that person within the organization and, finally, what steps can be taken to keep them motivated.

## **Increasing Your Leadership Power to New Levels of Excellence**

Research shows that we use less than 10% of our brain power. Imagine the difference if a leader could access more of this hidden potential. This session gives participants actual tools for achieving unlimited leadership growth by unleashing the power of your mind. The program also helps increase creativity and productivity and gives participants techniques with practical take-home value for reaching leadership goals and objectives.

## **Managing Leadership Stress**

Time pressures, people pressures, and bottom line pressures all add to the level of stress leaders have to deal with today. This program focuses on giving leaders the techniques and abilities to take charge of the stressful situations they encounter in the workplace.

## **Creating New Dimensions of Leadership**

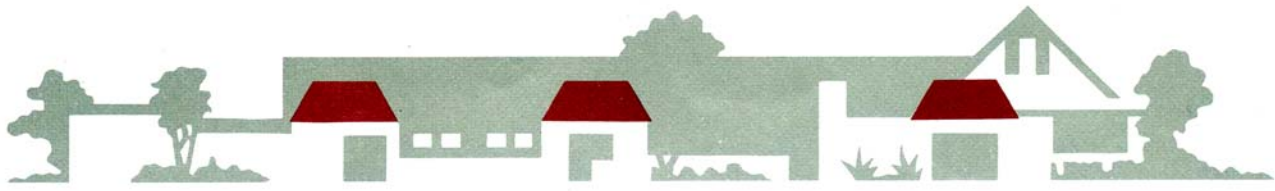
In a successful organization leaders can be found at every level – from the boardroom to the mail-room, from the chairman's office to the customer service desk. This is particularly relevant with the flatter, team-oriented approach to leadership and management today. This program will allow participants to discover what they value in themselves as a leader, what kind of leaders they want to follow and the leadership needs of the organization.

### **Partial Client List:**

American Society of Association Executives  
DuPont  
EDS  
Florida Society of Association Executives  
Glaxo  
Government Executive Institute  
IBM  
Indiana Society of Association Executives  
International Management Council

Motorola  
National Management Association  
The Executive Committee  
Young Presidents' Organization:  
International University  
East Central Area Conference  
Young Presidents' Organization Chapters  
Bahamas, Brazil, California, Columbia,  
Hawaii, Kansas, New York, Venezuela

**JERRY TEPLITZ ENTERPRISES, INC.**  
1304 Woodhurst Drive, VA Beach, VA 23454  
800-77-RELAX (800-777-3529)  
757 496-8008 FAX 757 496-9955  
Email [Info@Teplitz.com](mailto:Info@Teplitz.com) Website [www.Teplitz.com](http://www.Teplitz.com)



# GREATER LANSING ASSOCIATION OF REALTORS®

3350 North Grand River Avenue, Lansing, Michigan 48906 • (517) 323-4090 • FAX (517) 323-0586

## BOARD OF DIRECTORS

### President

Brian T. Huggler, ABR,  
CRS, GRI

### President-Elect

Dale J. Tierney,  
ABR, CRS

### Vice President

Kathleen J. Ballard

### Secretary

Kimberley J. Petrilli, ABR,  
GRI, LTG

### Treasurer

Ronald V. Wheeler,  
CFRC, RAA

### MLS Chair

Kirk A. Sempsrott,  
ABR, GRI

### Immediate Past

#### President

Nancy L. Petroff

### Directors

Natan A. Espinosa, ABR

Robyn L. Flanders, ABR,  
CRS, GRI

Raymond M. Kruch, CRS

David C. Molenaar,  
RAA, SRA

Laura M. Mullaney, ABR,  
CRS, GRI

Susan A. Sasse, ABR

David C. Smeak, ABR

### Chief Executive

#### Officer

Elaine B. West, CAE, LTG

### Web Site

[www.lansing-realestate.com](http://www.lansing-realestate.com)

December 4, 2002

Dr. Jerry Teplitz

Jerry Teplitz Enterprises, Inc.

228 North Donnanwood Drive, Suite 204

Virginia Beach, Virginia 23452

Dear Dr. Teplitz:

Thank you for bringing your message to Michigan.

The Leadership Program you brought to the Michigan Executive Officers Council on September 23 in Traverse City was outstanding. You were masterful in defining and integrating the various styles under which we all operate. Even more importantly, you made us think about how we accomplish common goals with our respective Staff and our volunteers. I am sure you realize how successful you were in delivering your message not only by the evaluations but by the size of the orders placed with you that day.

I am writing this letter because I did not feel it would be possible for you to top that program. However, you were able to exceed your level of performance at our Board of Directors Planning Session. The Leadership Profile Program was enjoyed by all of our Directors, and Dale Tiemey (2003 President) plans to use these characteristics throughout the year to make sure the right people are selected for the right job. Many Directors also found the energy testing exercises fascinating but would have preferred to shorten that portion of the program.

Thank you for returning to Michigan and for bringing roomfuls of energy with you. We have enclosed the check for your speaking fee with this letter.

Sincerely,

(Signature has been removed for security)

Elaine B. West, CAE, CIPS, LTG  
Chief Executive Officer

EBW:mga

Enclosure



Member of Michigan  
Association of REALTORS®

Member of National  
Association of REALTORS®

International Partner  
of the Netherlands

# Reno/Sparks Association of REALTORS®

5650 Riggins Court, Suite 200  
P.O. Box 70969  
Reno, NV 89570-0969  
(775) 823-8800 · Fax (775) 823-8805

**Biggest Little  
Association  
in the World**

November 27, 2006

Transmitted via email

Roz Kriener  
NATIONAL ASSOCIATION OF REALTORS®  
430 North Michigan Avenue  
Chicago, IL 60611

Dear Roz:

Jerry Teplitz recently conducted an increasing Your Leadership Power to New Levels of Excellence as part of the Association's annual leadership training. My leadership team, consisting of officers, directors, committee chairs and key staff people, found the program to be enlightening and truly engaging.

After the program, I observed leadership using some of the techniques demonstrated by Dr. Teplitz. I would not hesitate in recommending Dr. Jerry Teplitz for any upcoming leadership training you may be scheduling.

Please feel free to contact me if you need additional information.

Sincerely,

Cherie Williams  
Executive Officer

Our Mission: To proactively enhance our members' opportunity to be successful real estate professional by delivering superior service, programs and products.