

# Coach

Speaker | Author | Change Agent | Leadership Expert

# Miguel.com



“Struggle is Optional ... but, Success Is A Choice!”

Miguel A. de Jesus is a highly accomplished, results-oriented C-level leader with more than 20 years experience overseeing business management, global sales/marketing, with two Fortune 500 companies. Sales Leadership Training professional, Executive Coach, Digital Marketing professional helping business leaders, authors, speakers, coaches and other professionals to improve their Digital Marketing efforts to gain more visitors, leads, and client conversions through the use of proprietary software.

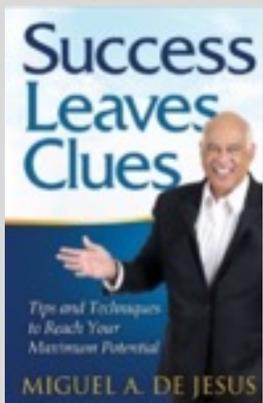
In a partnership with Steve Siebold, Keynote Speaker and author of "177 Mental Toughness Secrets of the World Class.". Steve Siebold, is the founder of the Mental Toughness University Program. In his role as a Fortune 500 executive, and an associate of Steve's, we have been able to help Corporations improve sales and leadership results, and having trained in excess of 25K sales people in Fortune 500 companies like, Johnson & Johnson, Toyota, Harrah's Entertainment, Proctor & Gamble, and Glaxo Smith Kline. My passion is in working with business owners and leaders, who want to make better decisions, becoming better leaders, getting better results, in a healthy organization.

As a Make, Market Launch IT, Author, Expert Marketing Machines, and Instant Customer Consultant, he gives advice, strategies and implementation support to individuals, small businesses, or companies who want to bring new products or services to market, or want to improve the performance of their existing product(s)!

**Do you find yourself up at night, worrying about the future of your job or company?** Do you believe you've tried everything in your power to make your business successful, with no results? Do you feel neglected or over-looked, yet ripe for your next opportunity?

**This book will not only turn your business around, it will change your life.** Because when your business is successful, that success trickles down into all other aspects of your personal life. With the tips and strategies I provide, you will be able to achieve your goals and-more importantly-see results.

NAICS Code: 541613, Sales Management Consulting Services  
NAICS Code: 541612, Personnel Management Consulting Services



DUNS #: 08-028-1097

“Miguel was a tremendous influence in my life and forever changed the way I viewed business and myself. As a current Tec/ Vistage member, I can picture the truth and reality he will help people discover about themselves and their business, as a Vistage chair. He is a class act with a knack for having and promoting the crucial and fierce conversation!”

- Brad Van Dam  
Vice President of Sales and Marketing at Metal-Era, Inc.

When we have completed our project together, here is what you can expect to have accomplished:

1. Strategies to acquire new clients.
2. The actual discussion around product development.
3. Crafting of the Offer and developing the Plan.
4. Design the Marketing and Sales Plan.
5. Strategies to publish and

"I consider myself very fortunate to have worked with Miguel de Jesus recently and would highly suggest you consider using him for any of your personal development aspirations and/or team building opportunities.

As a coach and CEO adviser, Miguel does an excellent job of breaking down the barriers and quickly establishing an authentic and confidential environment--cutting straight to the core growth opportunities.

It is not just a deep admiration that I have for Miguel and what he has achieved, but I am also highly impressed at his authenticity, humility, and his genuine desire to share his wisdom with others--that makes him stand out above the crowd!"

- Greg Davison

Chair - CEO Advisory Board, Partner  
- ArchPoint Consulting, President -  
Signature Consulting Group

**Coaching Job Skills**

**What You Will Learn:**

- How to identify team member difficulties that hinder team success
- How to build improvement plans by observing team member performance
- How to effectively coach job skills

**Communicating Up**

**What You Will Learn:**

- How to plan for effective communication with supervisors
- How to build consensus around goals, objectives, and action plans
- How to recap communications for clarity and consistency

**Delegating**

**What You Will Learn:**

- How to delegate for optimal time management, job satisfaction, and productivity
- How to develop processes that ensure the involvement and success of your team members

**Developing Performance Goals & Standards**

**What You Will Learn:**

- How to define goals, objectives and performance standards
- How to identify and set performance standards
- How to involve team members in creating individual performance standards

**Effective Discipline**

**What You Will Learn:**

- How to encourage self-discipline
- How to deliver disciplinary actions to team members
- How to use discipline as a positive growth experience

**Essential Skills of Communicating**

**What You Will Learn:**

- How to communicate clearly and concisely
- How to understand and manage your nonverbal communication
- How to effectively communicate through listening



**Essential Skills of Leadership**

**What You Will Learn:**

- How to manage your team while enhancing team member self-esteem
- How to effectively problem solve by focusing on team member behavior
- How to encourage team member participation

**Improving Work Habits**

**What You Will Learn:**

- How to distinguish between performance and work habits
- How to recognize poor work habits
- How to effectively coach to improve work habits

**Managing Complaints**

**What You Will Learn:**

- How to empathetically listen to team members' complaints
- How to find the root cause of an issue
- How to effectively resolve workplace problems

**Providing Performance Feedback**

**What You Will Learn:**

- How to develop a collaborative feedback process
- How to get team-member buy-in
- How to implement a systematic approach to performance improvement

**Resolving Conflicts**

**What You Will Learn:**

- How to recognize conflicts before they become problems
- How to develop the skills needed to identify the source of team member conflicts
- How to use effective communication to resolve conflict

**Supporting Change**

**What You Will Learn:**

- How to understand and facilitate the three phases of change
- How to develop strategies for effectively communicating and supporting change
- How to build team member buy-in to change

**Miguel A. de Jesus, CEO & Founder**  
Purpose & Action, LLC  
3225 McLeod Drive, Suite 100  
Las Vegas, Nevada 89121  
Website: [www.PurposeAndAction.com](http://www.PurposeAndAction.com)  
Email: [miguel@coachmiguel.com](mailto:miguel@coachmiguel.com)  
1-760-438-9907 | 1-858-449-5232



Join Miguel online



@thecoachmiguel



/migueldej



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