



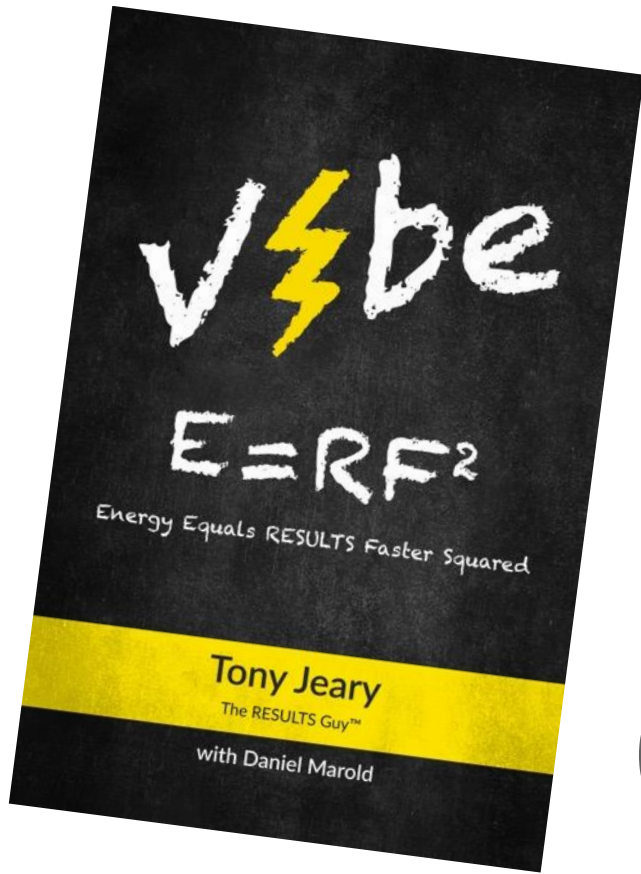
Association for Talent Development

PRESENTS

TONY JEARY - The RESULTS Guy™



TONY JEARY
INTERNATIONAL
The RESULTS Guy™



VIBE (For Individuals)

By Tony Jeary



“
We don't make
winners; we make
winners better
Tony Jeary - The RESULTS Guy™



Purpose



Raise Awareness about Your personal *VIBE* to impact your team



Share Characteristics and Behaviors that can increase your *VIBE*



Create stronger leaders that are better able to influence and guide their teams to better results faster

Process

1. Share the benefits of stronger *VIBE*

2. Share Best Practices to build *VIBE*

3. Highlights

4. Closing Comments/VIPs

Payoff



Improved Leadership
Presence



Energy, Synergy and
Motivation



Team functions as a
High Performing Team



Why We Need *Vibe*

Vibe

- *Vibe is about both attracting and pouring energy* into people and organizations by encouraging, inspiring, and stimulating.
- Where there's no energy, there's no action. And without action, there are no results. The truth is, we all need catalysts (inside, outside, or both) to stimulate us to take action.

Vibe

How is your office, website, and your web presence?

Is it inviting, inspiring, and what impression is it giving?

Guidelines

Assess yourself on the 25 best practices

Take pictures of slides that are worth remembering to you

Enjoy the experience! (Co-facilitation)

Vibe Example

- We discovered *Vibe* is one of the reason top achievers fly from all over the world to meet with us in The RESULTS Center.
- The RESULTS Center is not just a meeting space; it is a think tank type office that we built that has *Vibe*, that attracts.



Brand

Leadership

Organizational Characteristics

Communication

Style

Tony Jeary Vibe Assessment

#	Individual	Rate 1-10	Team	Rate 1-10
Brand				
1.	Open and growing (open, listening, and caring)		Innovative (ex: bringing in outside expertise)	
2.	Wardrobe (first impression)		Environment (vibe, current design, and MO)	
3.	LinkedIn or Wiki (what people find)		Website and Reviews (what people find)	
4.	Accomplishments (what have you done?)		Customer Testimonials (what do customers say your company has done?)	
5.	Attitude (supportive, caring)		Caring (supportive)	
Leadership				
6.	Goals (written personal goals, vision board)		Mission, Vision, Strategic Objectives (cascaded and referred to often)	
7.	Discipline (know where you're going and staying on the path)		Standards (posted, shared in onboarding)	
8.	Team Player (accountable, communicative, and trustworthy)		<i>High-Performing Team</i> (HPT) (accountability, communication, and trust)	
9.	Clarity and Focus		Clarity and Focus	
10.	Flexible		Bureaucracy (vs. streamlined, efficient)	
Organization				
11.	Efficient		Best-Practice Oriented	
12.	Organized		Everything in Order	
13.	Arsenal (tools to make you better and that you		Tool Chest (tools you can share with your	

Individual

Team

Individual ✓

Team



What Does Your Brand Portray?

1. Are You Open, Growing & Innovative?

- Openness is a quality that adds *Vibe* to one's brand.
 - Without it, you could be stuck in outdated practices.
- Growing means people see you learning, studying, being coached / advised and thirsty to be better.



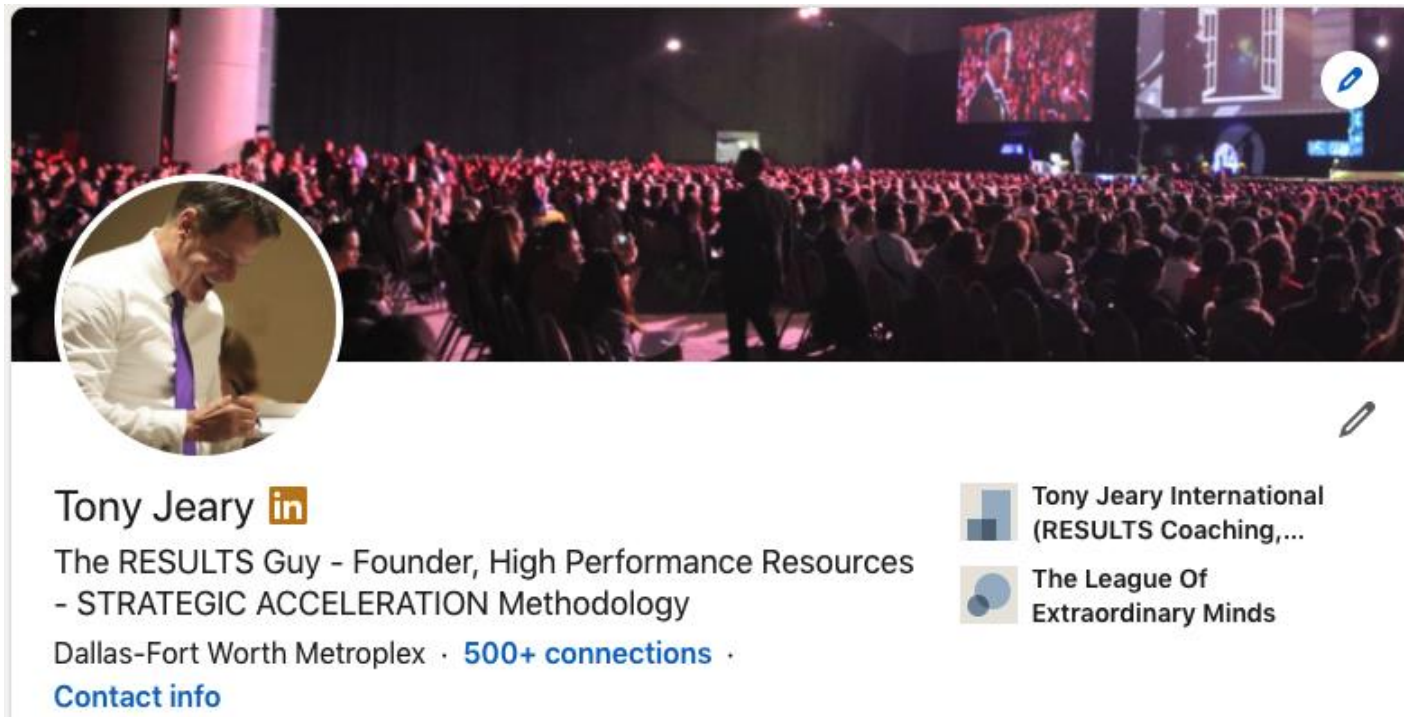
2. What Does Your Wardrobe/ Online Environment Show?

- How intentional is your wardrobe in portraying the impression or the vibe that you want others to sense?
- Think about virtual calls- what does your background, lighting, and online presence say?




3. LinkedIn or Wiki/Website and Reviews

- People often get your *vibe* before they meet you
- Pictures say a lot especially first impressions such as a LinkedIn review




Profile picture: A circular image of a man in a white shirt and purple tie, looking down at a document.


Background image: A large audience seated in a conference hall, facing a stage with a large screen displaying a video.

Tony Jeary 


The RESULTS Guy - Founder, High Performance Resources
- STRATEGIC ACCELERATION Methodology

Dallas-Fort Worth Metroplex · [500+ connections](#) · [Contact info](#)

 Tony Jeary International
(RESULTS Coaching,...)


 The League Of
Extraordinary Minds

4. Leverage Accomplishments/ Testimonials/ Recommendations/Endorsements

Recommendations Ask for a recommendation 


[Received \(148\)](#) [Given \(36\)](#)



You have 1 pending recommendation




Amy Jenkins
Your Compass to Best Business Practices
October 30, 2014, Amy was a client of Tony's

Tony is a GREAT Mentor! Definitely changed my profile and ability to connect with my audience. Highly recommend for one-on-one training!



Sarah Barnes-Humphrey  Supply Chain Leader
"Go To" for supply chain content | you will love my hosting style | creating the next generation of international shipping
March 12, 2014, Sarah Barnes-Humphrey  was a client of Tony's

After one day in studio with Tony, I have become more clear and focused then I have ever been. The experience exceeded my expectations in every way! For all the knowledge and resources gained that day I will be using them for years to come. Tony is a true professional and is committed to helping others... See more

Show more 

- Vibrant testimonials/reviews that include pictures, videos, and letters speak loudly.
- Social proof is one of the most powerful tools at our disposal today.
- Keep them current

5. Attitude

- Your attitude is like a drop in water, it creates a ripple effect





Leadership

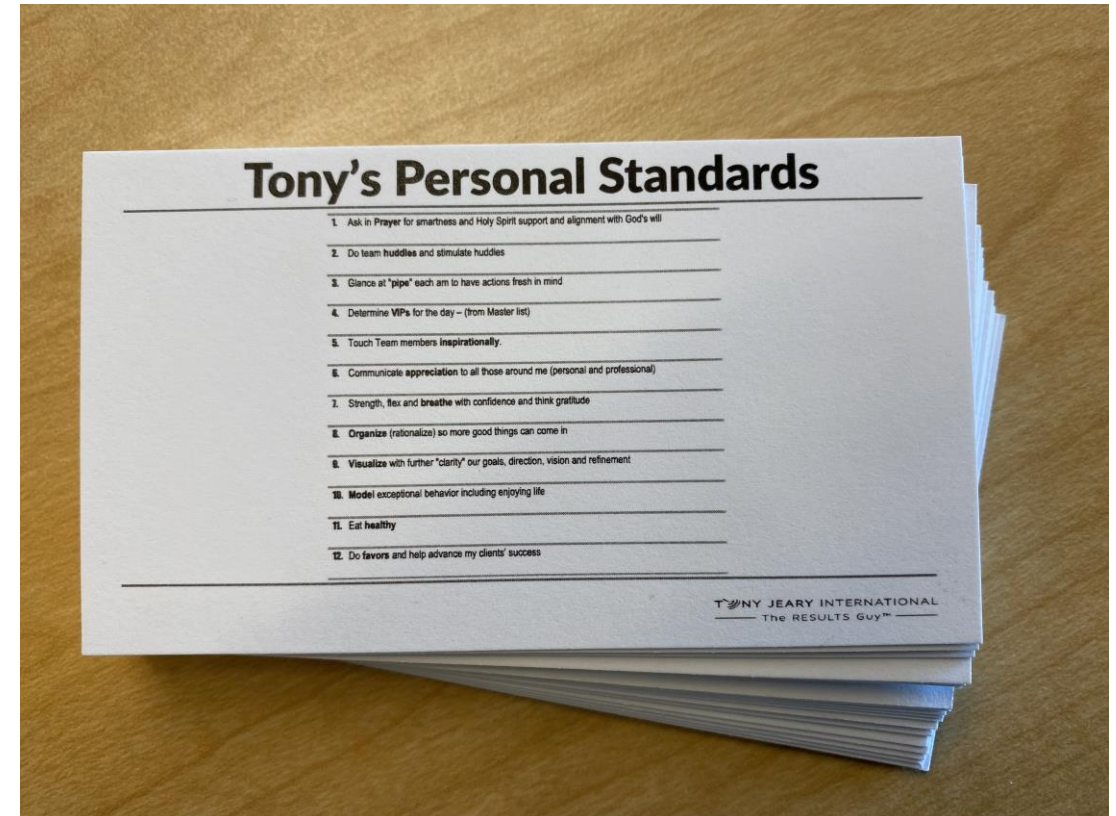
6. Goals (Written personal goals, Vision Board)

- People are attracted when your *Vibe* says you know where you're going.

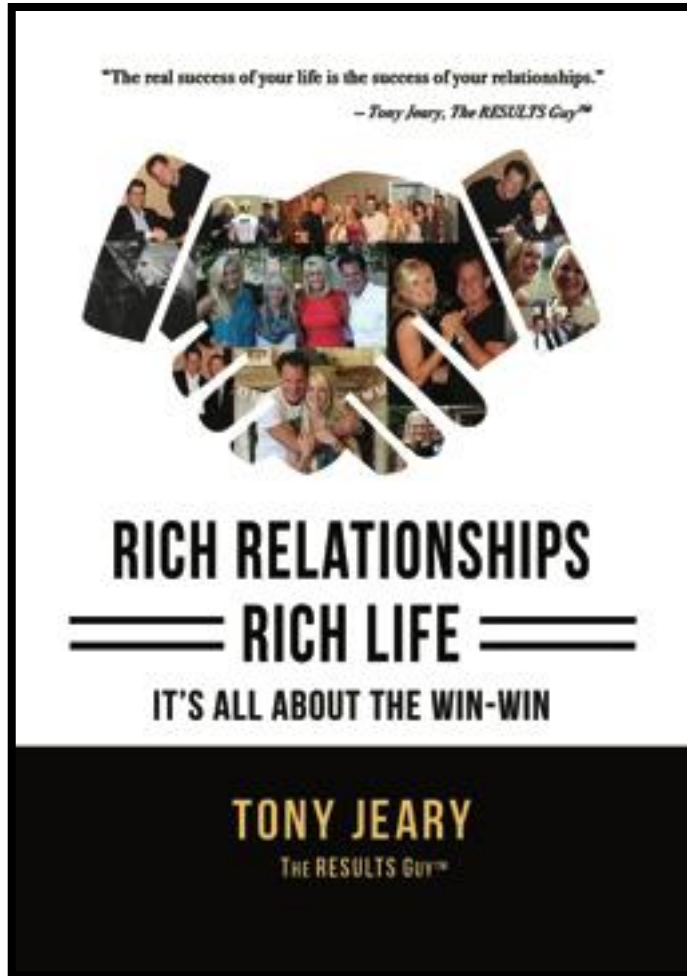


7. Exhibit Personal Discipline/Standards

- Are you on time?
- Do you deliver?
- What impression does your discipline exude?



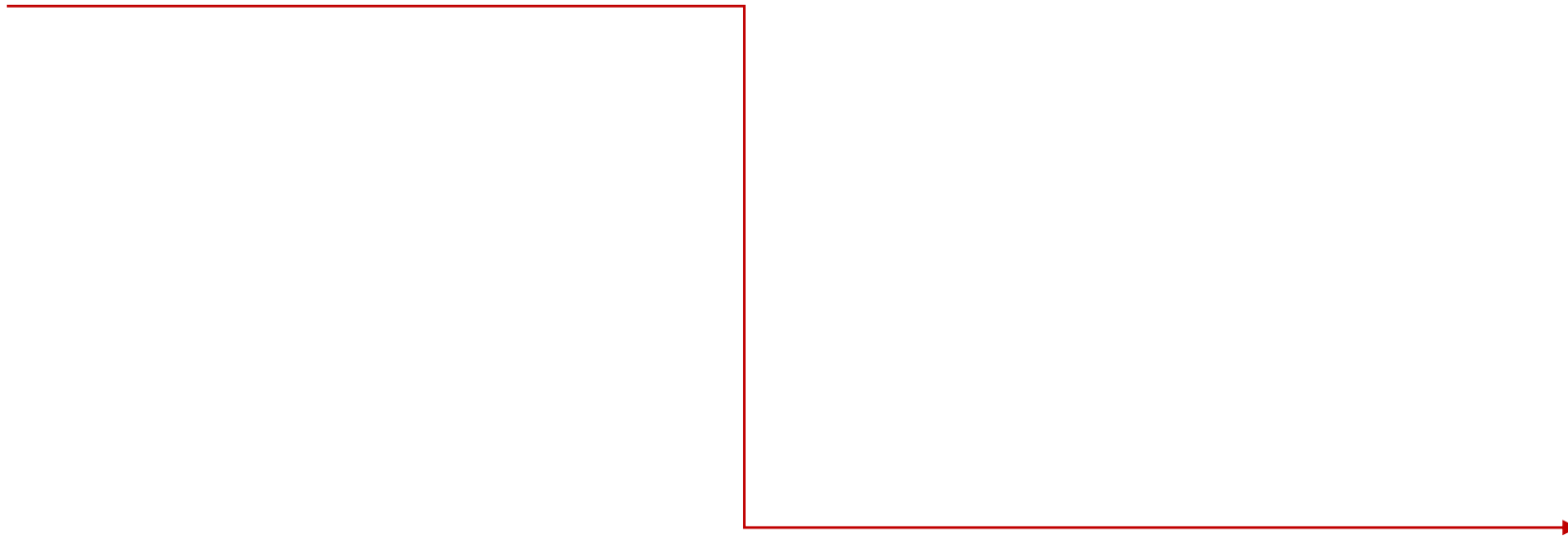
8. Team Player



- Know Your Team - Team players look out for people, they listen, think, and do for others.

9. Clarity and Focus

- The more focused and on task you are, the more you achieve RESULTS.
- People are attracted to people who get RESULTS.



10. Flexibility

- Most people appreciate flexibility; life's not perfect and things happen. Are you a person that sends off the *Vibe* that you can handle change?





Organization

11. Efficiency

- Individual efficiency creates a giant *Vibe* that others generally notice right away. People want to work with and be around others that are high energy and successful.



12. Organized/Everything in Order



- Organization levels determine a positive or negative *Vibe*.
 - *It allows for better time management and less confusion and wasted energy.*
- Orderliness in an organization greatly enhances the *Vibe*.
 - *Strategic preparation generates serenity and confidence in your interactions, both internal and external.*

13. Arsenal

- Three basic categories make up your personal arsenal of tools and resources:
 1. Mental (stories / knowledge)
 2. Electronic (computer / phone)
 3. Hard-copy (desk area / files)



14. Life Team

- Your life team is made up of key people around you who help you get life done.
 - It can range from Tax professionals, Investment/Finance/Insurance, Legal, Real Estate to doctors & medical, to vendors for home service and personal services.
- (Do your life team members bring power, value, and impact to both you and the people around you?)

15. Energized/Fast-Paced



16. Presentations and Meetings

- How would a participant today rate your meeting effectiveness?





Communication

17. Listening

- Listen well; don't just talk.

“Don't just be interesting,
be interested”

18. Timely & Prepared

- People appreciate when you respect their time, a special impression is made whether you realize it or not.



19. Always Be Improving & Sharpening the Saw



20. Emailing, Texting and Style

- How quick do you respond?
- How efficient (bullets vs paragraphs) are you when communicating?
- Are you courteous and respectful in keeping people updated?

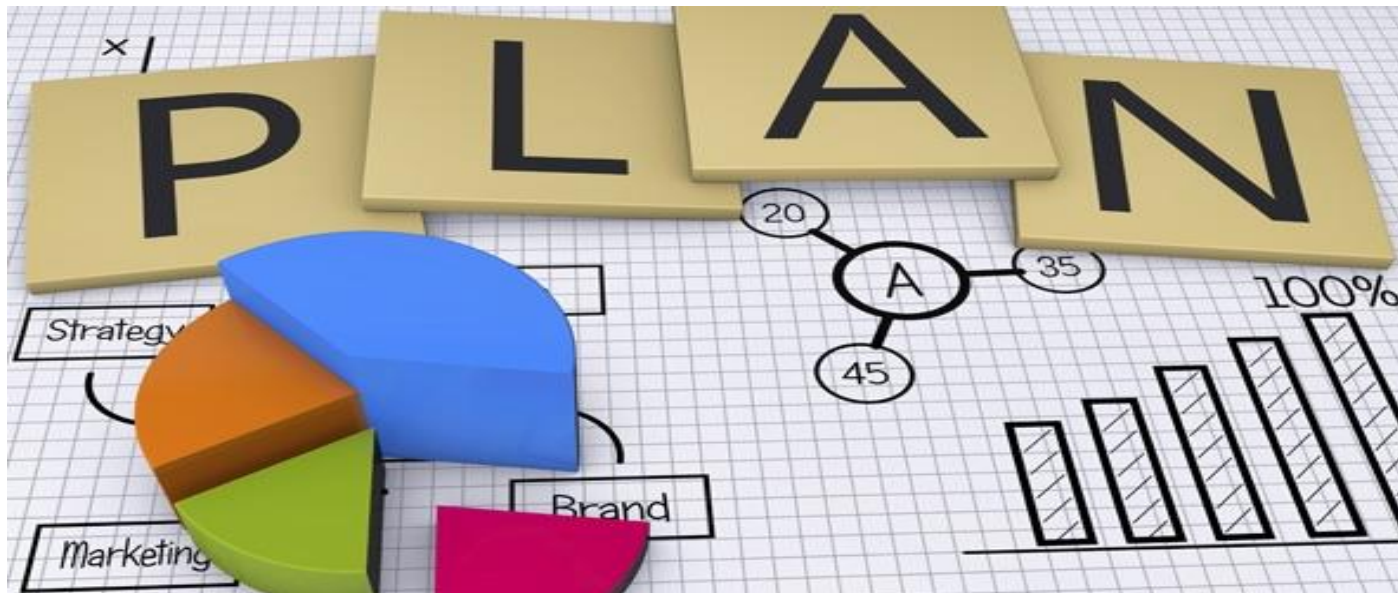
Your brand is impacted, positively or negatively, every day.



Your Personal Style

21. Buttoned-Up and Prepared - Everything In Its Place

- Strive to be a person who is prepared at all times.
- *Vibe* is not something you bring out of the closet with no warning, it must be built and maintained every day.



22. Calm

- A sense of **calm** in the face of conflict or adversity is far more likely to inspire trust and loyalty, positively influencing an individual's *Vibe*.



23. Strategic Presence-Your First Impression

- Embrace the unique traits that you alone possess.



“What do I want
someone to
remember
about me?”

“How can I **create**
the right
first impression?”

“How do I
want to be
perceived?”

24. Healthy

- *Vibe* is profoundly effected by health
- Be strategic about your health: mental, physical and spiritual

- Fit
- Not complaining
- Showing up with a smile
- Having gratitude
- Ready to perform



25. Happy & Fun

- Do people say that you're a happy person?





Closing Comments/VIPs

Selected Highlights:

1. Where there's no energy, there's no action. And without action, there are no results.		5. Be genuinely interest in others success.	
2. <i>Vibe</i> is about both attracting and pouring energy into people and organizations.		6. Live efficiencies, organization and preparation.	
3. Be intentional about your brand in person, on the web and in virtual meetings.		7. Continually strive to improve.	
4. To be a strong leader, model the behaviors and standards you expect from your team.		8. Be happy.	

Closing Thoughts

- *Vibe* matters!

