

Jack McCall

Re-Energizing Organizations! Finding Your Second Wind In A Warp Speed World

INSURANCE

The 21st Century brings with it a rapidly changing customer base. Today's insurance client is sophisticated and savvy. Technology continues to have tremendous impact on how we sell product. Competition is fierce. Today's insurance professional must know his (or her) stuff and constantly be re-inventing himself (or herself).

Keynote:

Re-Energizing Your Organization *Finding Your Second Wind in Selling*

What separates the outstanding insurance professional from the ordinary? Beyond sales skills and product knowledge, it comes down to *seeing the people*. While human motivation is an inexact science, there are proven strategies on how to stay at the top of your game.

In this keynote presentation, Jack will share secrets from the *best of the best*.

Seminar:

Overcoming the Disconnect in the Insurance Industry *How to Reconnect and Return to What's Important NOW*

The impact of technology on our industry cannot be overstated. As our world becomes more impersonal, the need to stay connected with clients becomes even more important to one's success. Insurance legend, Lester Rosen said, "You have to talk "life" before you talk life insurance" or any other kind of insurance. In this seminar, Jack will explore those critical areas of life which lead to our being great professionals as well as great human beings.



Jack McCall is a motivational humorist and business expert.

Jack has rolled more than 30 years of leadership experience in healthcare, non-profit foundations, insurance, banking and agri-business into his full-time professional speaking and training business.

A natural humorist, Jack's stories cross generational and cultural lines, and provide audiences with a sense of renewal.

"You are the best!"

- Jack B. Turner and Associates

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ALL ABOUT JACK

Jack's infectious sense of humor and wealth of related stories engage audiences across the country from all walks of life. He could have had a successful career as a stand-up comic, or a healthcare executive, but chose to share his experiences to motivate people to stay the course and remain connected.

LEADERSHIP

From a diverse 30+ year career in leadership roles in healthcare, non-profit foundation management, insurance sales, banking, and agricultural businesses. He has consulted with government agencies, cooperatives and corporations to improve collaboration and communication. Jack brings a diverse background of successful endeavors to his speaking and training workshops.

SPEAKER/STORYTELLER

Jack is the owner of his own business and is a highly requested motivational humorist. His natural gift of storytelling, developed over 35 years, provides a masterful way of bringing things home. His grasp of real life is his own.

CREDENTIALS

Jack obtained a degree in Animal Science from the University of Tennessee and has received certifications in banking, life insurance underwriting and financial consulting.

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Quick Facts About Jack

- ◆ University of Tennessee, BS, Animal Science
- ◆ Tennessee School of Banking –Vanderbilt University, Certificate in General Banking
- ◆ The Graduate School of Banking of the South Louisiana State Univ.
- ◆ The American College—Chartered Life Underwriter & Chartered Financial Consultant

Sample of 200+ Clients

- ◆ Jack B. Turner & Assoc.
- ◆ Minnesota Assoc. for Farm Mutual Insurance Companies
- ◆ Mutual of New York
- ◆ State Farm Insurance
- ◆ Tennessee Farmers Mutual Insurance Co.
- ◆ The Cincinnati Insurance Company
- ◆ The Hartford
- ◆ Windstorm Insurance Network
- ◆ Wisconsin Re-Insurance Group
- ◆ Woodmen of the World