

# AMERICA'S BUSINESS PSYCHOLOGIST



**Kerry L. Johnson, MBA, Ph.D.**

## Topics Your Attendees Will Value Long After The Meeting!

- How To Read Your Client's Mind
- Peak Performance: How To Increase Your Business by 80% in 8 weeks
- How to Recruit, Train, and Retain Great People
- Management Magic: How To Get People To Produce
- Negotiating the Deal
- The Trust Connection: How To Master The Art of Business Relationships

Speaking at least 10 times each month, Dr. Kerry Johnson logs over 8,000 miles each week internationally from New York to New Zealand and from London to Los Angeles. As a pro tennis player in the Mid 1970s, Kerry competed against the world's best.

Today he brings his experience in professional sports, university research and business to communicate ideas that will help your attendees greatly improve their skill, performance and motivation. Kerry's programs are consistently rated "excellent" by audiences around the world. Dr. Johnson's goal is to provide your attendees with transferable content, applicable entertainment, and audience participation that will keep everyone on the edge of their seats.

A prolific writer, Kerry contributes monthly to at least 15 well known magazines. He is the author of 9 books including, *Mastering the Game (Louis and Ford)*, *Peak Performance: How to increase your business by 80% in 8 weeks (Prentice Hall)*, *WillPower: The Secrets of Self-Discipline* and his newest book, "Behavioral Investing: Why Smart People make dumb mistakes with their money."

These books are consistently listed among business best-sellers. Educated at the University of California, San Diego, Kerry also earned the Certified Speaking Professional (CSP) designation by the National Speakers Association. Dr. Johnson has also been recognized by the U.S. Jaycees as one of the most Outstanding Men in America.

**Programs vary from 45 minutes to 3 hours. Spouse participation is encouraged.**

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## Partial Client List

Aetna-Australia  
Aetna-New Zealand  
Aetna-Canada  
American Association of Interior Designers  
American Express  
American Lighting Association  
American Soc. Of Hospital Administrators  
AMP-Australia  
Allergan/Remax  
Bankers Trust-Australia  
Blue Cross/Blue Shield  
Cadaret and Grant  
Cal Farm  
Cambridge University  
Century 21  
Century 21-Canada  
Chubb  
Cigna  
Comvest  
Credithrift  
DBS Financial-United Kingdom  
Emerson Electric  
ERA Real Estate  
Farmers Insurance  
Fieldstone Cabinetry  
Fire Suppression Systems  
Ford Motor Company  
Ford Aerospace  
Franklin Funds  
Fred S. James  
Harvard University  
H.D. Vest  
Home Savings  
International Assn. For Financial Planning  
Indiana Assn. Of Realtors  
John Hancock  
LIA-United Kingdom  
Merrill Lynch  
Merrill Lynch Real Estate  
Metropolitan Life  
Million Dollar Round Table  
MPS Mutual Funds  
National Auto Dealers  
National Assn. Of Pet Store Owners  
National Assn. Of Professional Saleswomen  
National Assn. Of Women Business Owners  
National Kitchen and Bath Assn.  
National Mutual-Australia  
National Welding Supply Assn.  
National Insurance  
Northwestern Mutual  
New York Life  
Ohio State Auto  
Ohio Life  
Pharmacia-Upjohn  
Porsche Dealers of Canada  
Public Storage  
Realty World  
Royal Alliance  
Royal City Realty-Canada  
Security Associates  
Signet Bank  
Society of CLU  
South Mark  
Standard Life  
State Farm  
Sun Alliance  
Temporary Help Assn.  
The Equitable  
The General Agents and Manager's Conference  
The Guardian  
The JIAA  
The New England  
The Real Estate Institute of New Zealand  
The Travelers  
TMI Equities  
Triple Check  
University of Colorado  
USC Basketball Coaching Staff  
U.S. Life  
Wells Fargo Bank  
Women Chamber of Commerce  
Zurich Australian Life-Malaysia

## Kerry L. Johnson, MBA Ph.D.



### One of business's best read writers--world-wide in 10 languages! What Kerry's clients have said about his presentations

"I must admit that after reading your book and getting to know you a bit personally, I anticipated a good live performance. But you truly exceeded my expectations. I cannot remember a speaker who received more praise from our group of people."

*RICHARD HOGUE, VICE PRESIDENT  
CENTURY 21 INTERNATIONAL*

"Even though a week has expired since you presented your seminar to our coaching staff, we are still talking about your presentation. You made the subject matter interesting, consumerable, and exciting."

*GEORGE RAVELING, FORMER HEAD COACH  
USC BASKETBALL TEAM*

"The attendees raved about your material, your presentation, and your humor."

*JUDITH FISCHER, PROGRAM CHAIR  
NATIONAL ASSN. OF WOMEN BUS. OWNERS*

"I have never witnessed a speaker with your powerful ability to capture an audience. I was astounded at the way in which the audience became completely involved with your presentation. I truly believe that you have that magical ability to communicate with individuals that very few speakers possess."

*CAL K. CLEMMONS, CAE, EXECUTIVE DIRECTOR  
FIRE SUPPRESSION SYSTEMS, ASSN.*

"...You were the best speaker we have ever had at a conference. Your message was superb, your delivery extraordinary."

*J.E. MARTIN, MARKETING VICE PRESIDENT  
CANADA LIFE ASSURANCE COMPANY*

To book Dr. Kerry Johnson as a speaker for your group today,  
contact your representative.