

TERRY J. WALKER, M. A.

GREATER NASHVILLE, TN AREA

888-426-7697 | WWW.IAMTERRYJWALKER.COM OR TERRY@IAMTERRYJWALKER.COM

EDUCATION

Tennessee Technological University Master of Arts Educational Psychology and Counseling Thesis: Employee Assistance Programs	1990
Middle Tennessee State University Bachelor of Science Mass Communications – Radio and Television Production Minor: Psychology	1985
Jack Canfield Training Industries Certified Train the Trainer Canfield Success Principles	2019
Professional Coach Academy Certified Executive Coach Certified Professional Coach	2018

AWARDS

Highest Women's Health Conversion
Outstanding Sales Performance in N GA & TN Southeast Division
Sales Superstar
Winners Circle for Focus Product Sales
Highest Attainment of Business
Highest Sales and Tracking
Best in Client Retention
Best Client Consultant
Outstanding Cornerstone Director in Leadership of Residential Treatment

EXPERIENCE

Inspire and Motivate, IAM, LLC

2015-Present

Owner/CEO

Professional Life and Executive Coach, Canfield Trainer in Success Principles, Motivational and Keynote Speaker, Author

Coaching and training individuals, groups and leaders to look at their circumstances in a more inspiring and motivating way. Providing impactful training and coaching principles in leadership, communication, teamwork, accountability and time management.

Books:

The Resume' of Life, Becoming Consciously Aware through Spirit, Mind and Body

Bridging the Gap, An Educator's Guide

Bridging the Gap, A Parent's Guide

Coaching and Training Programs:

Creator of *Soul Stretching Success Principles*: Coaching platform providing impactful tools and exercises to maximize your potential, achieve your dreams and make empowering changes that will enhance your personal success, career growth, and experience improved relationships.

Creator of *The Resume' of Life Training Program*: This training program will help you understand the correlation between your career resume' and your life resume.' You will gain a greater sense of clarity and focus on how your choices and decisions have led you to here and now, and what changes you can make to enhance your objectives. Provides increased awareness and confidence in your skills and abilities, discover your true passion and potential, and learn how to cultivate both your personal and professional growth.

Creator of *Bridging the Gap, an Educators Guide Training Program*: Empowering early child educators to improve their awareness and make positive, impactful changes towards helping children understand their feelings, enhance their self-esteem and socialization skills, improve communication skills, gain enhanced overall awareness of bullying and abuse, and learn to establish healthy boundaries and relationships.

Co-host of the IAM Power Hour, with Dr. Pat Baccili on Transformation Talk Radio—syndicated radio and podcast broadcast globally.

Through the books, I have established both training and coaching modules to inspire others to grow and become consciously aware of their thoughts, behaviors, habits and actions.

Terry's powerful story along with insightful training and coaching is designed help others:

- Recognize their worth
- Become more aware of their unique skills, abilities and desires
- Overcome fear, adversity and self-defeating thoughts and roadblocks
- Creating emotional well-being through mastery of life's internal guidance system
- Success skills--goal setting and taking responsibility towards creating the life you want
- Leadership development and Success skills
- Improving sales and customer service

- Communication, teamwork, conflict management, problem solving, creativity, time mgmt.
- Diversity and inclusion and the effects of bullying in school and workplace
- Establishing healthy relationships

American Esoteric Laboratory

2015-2019

Sales Executive | Sales Training Leader

Responsible for initiating contact with potential new clients and closing sales for the Middle TN territory. Networks and builds strong relationships with clients while educating, training, and selling new testing procedures to physicians and staff. Demonstrates solid communication skills while creating strategic sales plans and marketing materials for presentations. Provides initial and ongoing sales training and coach sales representatives on emerging trends and client behaviors.

Laboratory Corporation of America LabCorp

2000-2015

Senior Key Account Executive

Managed \$8 million book of business for the Middle/East Tennessee territory. Grew and retained business through relationship building, intensive networking, and various marketing and sales strategies. Procured and followed-up on sales leads, made presentations, closed deals, and established long-term relationships. Focused on customer service and continuous improvement while getting clients' feedback and exceeding expectations. Primary objectives were networking, marketing, customer relations, maintain steady growth and retention of business. Focused on effective communication skills with clients by gaining feedback, resolving concerns and meeting or exceeding expectations. Developed and presented trainings: Leadership development, customer service and retention, effective communication, conflict resolution. These efforts resulted in achieving revenue objectives and recognition awards for: Top Customer Loyalty; Top New Sales; Top Customer and Retention.

First Hospital Corporation

1993-1999

Program Director Residential Treatment Hospital

Managed inpatient residential adolescent treatment unit with a staff of 40 employees. Focused on program development, while promoting teamwork and direction through clear communication and delegation. Provide patient-centered care for adolescents with alcohol/drug, behavioral issues and dual diagnosis, while efficiently collaborating with psychiatrists and other health team members and upper management. Responsibilities included overseeing annual budget and expenditures, providing regular insurance and progress updates, development of policies and procedures along with working directly with the State of TN Dept of Corrections. Worked closely with maintaining quality care standards while ensuring adherence to medical protocols and guidelines.

Developed and presented ongoing quarterly staff trainings on such topics as: Communication and Listening skills, Leadership Development, Policy and Procedures, Teamwork, Alcohol and Drug Abuse education, Abuse and Bullying and Conflict Resolution. Developed therapeutic interventions and programming and provided family therapy strategies. Presented and educated parents and community on

mental health education and awareness. My strategic initiatives doubled the program size for a 16- bed unit to a 32-bed unit in just one year.

**Tennessee Christian Medical Center
Dual Diagnosis Coordinator**

1990-1993

Provided individual, group and intensive family therapy on hospital inpatient unit to include psychotherapy sessions for adolescents with dual diagnosis. Conducted treatment teams under psychiatrist and psychologist supervision for children and adolescents who were in immediate crisis and as a danger to themselves or others. Worked under psychologist supervision to provide intensive family therapy sessions.

PUBLICATIONS

The Resume of Life, Becoming Consciously Aware through Spirit, Mind and Body

2018

Bridging the Gap, An Educator's Guide 2nd edition training manual

2014

Bridging the Gap, A Parent's Guide 2nd edition

2014

Recall, A True Story of Love, Life and Honor; 2nd edition Lt. Col.

Arthur R. Walker 2018 Contributor: Foreword and Biography, Terry J. Walker

MEMBERSHIPS

Rotary—Leadership and Civic Organization

Wilson County Chamber of Commerce—Membership Committee and Economic Development Committee