

LEADING IN A DIVERSE WORLD

LEADERSHIP

IMPACT INFLUENCE INSPIRE

PEGINE

FEISTY, FEARLESS, FOCUSED,
FUN KEYNOTE SPEAKER

GREAT ENGAGED
LEADERS
MANIFEST SUCCESS

INFLUENCING OUTCOMES

"YODA" FOR
POWER WOMEN

WOMEN IN LEADERSHIP
WOMEN IN BUSINESS

COMMUNICATING
YOUR VALUE

5 STEPS TO IMPACTING AND
INFLUENCING YOUR
EXECUTIVE CAREER



A message for you

Producing leaders who have an impact, influence, and inspire others in a diverse world has been my mission for decades. Preparing powerful women for impact! This is my passion.

All of my experiences as an entrepreneur, corporate executive leader, and not-for-profit executive drove me to invest in knowledge and learn to lead with impact, influence, and the ability to inspire others. Great leaders grow. They prepare themselves, learn about themselves and invest in their growth.

My big thinking, tell it like it is the approach, coupled with my endearing heart, will leave you and your colleagues challenged and transformed, ready to achieve the extraordinary. I use "strategic laughter" and interactive experiences to help individuals, women, and teams:

- Increase their leadership effectiveness
- Increase sales
- Increase market share among diverse communities
- Increase collaboration, connections, and teamwork
- Increase your impact, influence, and ability to inspire others

This is what we do, this is my work. Leaders influence, impact and inspire results for their organizations, teams, people, and clients. It begins and ends with them. I look forward to working with you and your leaders so they can manifest success for themselves and the organization.

Pegine

CEO Team Pegine, Speaker, Author

PEGINE

Pegine Echevarria, MSW, CSP
One of only 8 women inducted into the
Motivational Speakers Hall of Fame.



THE REAL DEAL

Pegine has spoken to and created leadership experiential events for ten percent of the Fortune 500 global corporations, twelve percent of Direct Selling News North American Top 50 and all branches of the US military. Pegine is an expert in leading in a diverse world and embracing the power of positive people.

Pegine is the author of 'Sometimes You Need to Kick Your Own Butt,' 'Bragging Rights: Transform Your Team in 21 Days,' 'I've Got the Power To Lead & Think Big,' and 'Called to Lead: Success Strategies for Women.'

Pegine has been quoted in the *Wall Street Journal*, *New York Times*, and *Forbes*, and was named by *Macy's* and *Minority Business Enterprise Magazine* as one of the '2016 Women Who Rock In Business.' She was the cover story for *Speaker Magazine*, *Small Business Administration's Success Stories Monthly* and *Motivational Magazine*. She was highlighted in *Hispanic Business Magazine* and *NBC Latino*.

A former gang member, she is a true American success story. Her company, Team Pegine, was named North Florida's #3 Fastest Growing Privately Owned Company by the Jacksonville Business Journal and one of 100 Global Thought Leaders on Diversity and Inclusion by the Society of Human Resource Management.

BE FEISTY

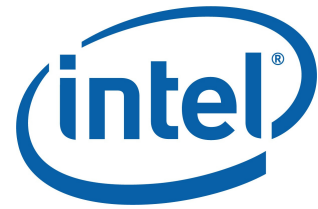
BE FEARLESS

BE FOCUSED

HAVE FUN

KUDOS

'88% of attendees said the program was an asset to their careers!'
Terri Mitchell, Office of Organizational Development, INTEL



'Pegine was phenomenal. She got hundreds of leaders energized. Pegine is a real confidence booster. She debunked a lot of myths about what people need to do in order to make the most of their lives. I highly recommend her.'

Sharon Orlopp, Global Chief Diversity Officer and Senior Vice President, Walmart



'Pegine and Team Pegine contribute to our success. For over 12 years I have used her services, first at the Navy, then at the Department of Defense and now at GM. She has spoken to hundreds of our employees. She inspires, engages and educates them in a unique way. I highly recommend her.'

Ken Barrett, Chief Diversity Officer, GM, and former Director of Diversity Management, US Department of Defense



'Pegine is brilliant. She is a master at making a diverse audience feel at ease right away. She has an uncanny ability to read her audience, and will motivate them with a great dose of humor. At an American Cancer Society conference for medical staff and stakeholders. Pegine told the audience just what they needed to hear — and they left empowered, ready to take positive action. She is praised by the medical community, who appreciate the way she connects with her audience!'

American Cancer Society, Florida Division



Great Engaged Leaders Manifest Success – GEMS

Leading in a diverse world

Great companies develop GEMS: **G**reat **E**ngaged leaders who **M**anifest **S**uccess. Leaders and employees who utilize their individual strengths, develop as leaders and who become organizational representatives focus on client satisfaction, attract clients and potential employees to your organization. This program explores how the three personas of leaders manifest success.

As an Individual: How a leader takes personal responsibility to grow and evolve matters. Pegine teaches tactics that help your people evolve.

As a Leader: How leaders impact, influence and inspire the people around them matters. Pegine offers techniques to be effective.

As an Organizational Representative: How leaders represent their organizations through their influence, impact and inspiration matters. Pegine shares actionable practices to represent organizations exceptionally among their community, stakeholders and potential clients.

Participants will learn how to:

- Increase, share and leverage their uniqueness
- Expand their engagement
- Building positive reputation for their team and organization





Communicate Your VALUE

Know it, Own it and Share it

If you want to be confident and receive what you deserve, then you need to be responsible and communicate your value.

Getting people to know your value begins with you. You must be clear about the value you and your team offer others. Once you know what you offer, you need to be strategic about sharing it with the world.

Take charge and influence perception of you so others can promote you, sponsor you and speak highly of you.

Participants will:

- Learn the 5 key strategic points that people want to know about them
- Define their value and know what is valuable
- Learn how to promote their value
- Practice communicating their value among their peers
- Discuss, interact and network with other participants
- Laugh
- Be exhilarated, because now they know how to self-promote
- Be inspired to communicate their value in spite of their fear or embarrassment

Build A MOSAIC Organization

Embrace Interesting, Diverse, Delightful, Brilliant People for Organizational Success!

Mission-focused organizations with a vision reap the rewards of building a diverse organization filled with interesting, colorful, delightful, brilliant people with ideas, innovation, and processes for results. So, where do you find these amazing people? Often they are right in front of you. Pegine shares techniques, opportunities to explore, innovative ideas that you can use to engage, retain and attract these diverse, fascinating, interesting, hardworking individuals.

Participants will learn the following:

- How to build retention and recruiting innovation idea centers.
- Where to find these fascinating, engaged individuals
- How to build on employees and recruiters' experiences with diverse members
- Create employee bingo to ensure that you build a diversified workforce.
- How to engage, retain and develop employees to build a strong mosaic

The benefits the participants will receive include:

- Enhanced skills to engage all your diverse populations.
- An understanding of how behaviors can enhance retention and recruiting efforts
- Increased internal community support for leaders, teams, and employees.
- The ability to deal with different people, places, and situations.
- Actions steps to take to engage, retain and recruit a diverse workforce.



WHY PEGINE?

{ CONTENT }

Participants receive actionable content; techniques, strategies and behavior changes that increase profits, and increase productivity of both participants and their employees and teams. Pegine provides tools and strategies that attendees can use to increase their leadership effectiveness.

{ CONNECTIONS }

Participants form connections. In a high tech world you want a speaker that can facilitate connections between audience members. Audience members gain value because who the participant knows, increases their ability to leverage resources, time and talent.

{ CAUSE and EFFECT }

Audiences utilize the process and systems taught long after a Pegine Experience—88% of INTEL participants said they're still using Pegine's tools 6 months later.

{ CALL OUTS and CADENCE }

Based on military cadences and team cheers, Pegine utilizes repeatable statements to burn into the audiences memories key points, so they can quickly use them during high stakes moments.

{ CHARISMA and HUMOR }

Pegine enchants guests with her charisma and humor. Her energy, enthusiasm and kick butt attitude engages audiences. They laugh because she combines truth with lots of humor and street smarts. She uses humor to incorporate your culture, your unique message into her message. She says what you might not be able to say with laughter.





EXECUTIVE LEADERSHIP EXPERIENCES

Team Pegine produces the 'Global Women's Executive Leadership Experience™', which are customized experiential leadership productions and situational training exercises for business executive leaders with professional role players.

The memorable experiences prepare executive leaders for high stress, high-value moments. They gain influence and confidence. Rated as one of the most profound leadership experiences by participants from around the world. At a Fortune 10 corporation, 18% of participants in the 'Global Women's Executive Leadership Experience™', received promotions within 6 months after having the experience. One seasoned professional, a PhD in Leadership Development, said this was her most useful and powerful leadership development training experience.

904.280.8806 www.Pegine.com info@Pegine.com

Proposal

How Team Pegine works with you

How is Pegine going to get the results we want AND create an amazing experience that people will value?"

The answer is simple I focus on:

- Your audience and your desired outcomes.
- Memorable mantras that STICK, not meaningless buzzwords.
- Simple, usable techniques that are applied immediately
- Creating opportunities to connect with coworkers
- Getting audience members engaged and involved to make the presentation memorable, so they have a blast!

How does Pegine do this?

First, I ask questions: "Who is the audience?" "Why did you choose this theme?" "What do you want the audience to feel, think, learn, experience?" "What are their challenges?" "What would need to happen for my program to be considered a slam dunk?"

I then build a custom program based on our discussion. Just as a rock star creates a song list for her world tour, I select the stories, teaching, and interactive elements to take your audience on an experiential journey.

Be a rock star—give them an unforgettable, engaging Pegine Experience!

Process

- Pegine arrives the day before,
- AV check. Pegine provides her laptop and program on USB. Programs include photos, music, and videos. AV must be able to play through the computer.
- Participants for both programs will use the book "**Lead and Think BIG**" for interactive processes. See investment for more information.
- Pegine provides a pre-conference video to get the audience excited.
- Pegine requests a meeting with the organizer to ensure that she customized the program to the theme and needs of the audience.
- Pegine's logistics person will communicate regularly re travel arrangements, invoicing, and appointment setting. David Herbin david@teampegine.com is a 20-year Team Pegine veteran.

Investment Presentation

Pegine's rate is \$15,000 per program.

If this is a pre-recorded request there is an additional fee for the production and editing.

If the program is solely for Jacksonville, FL. The fee is \$10,000

Material costs

Lead and Think Big, the book is a book that can stand on a person's desk. It has the ten thought leaders must think about themselves on a daily basis to be most effective. People LOVE THE BOOK.

The book is \$10.00 as a bulk sale (20.00 retail.)

Power Woman Swag Bag - A conference only swag bag for each participant that contains:

- Rhinestone USB loaded with 6-hour tips, tools, and inspiration to Play Big as a leader.
- Access to a 52 week video women's leadership series.
- All of Pegine's books - Bragging Rights Transform Your Team in 21 Days, Sometimes You Need to Kick Your Own Butt, Lead and Think Big,
- Business card holder that is security protected
- All in a high end clear bag that can be used for concerts, football game etc.

Swag bag price is \$97 dollars.