



CAPITOL CITY SPEAKERS BUREAU

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Jane Sanders, MBA

Travels from: Illinois

Fee Range: \$5,001 - \$7,500

A pioneer in the communication dynamics between men and women, Jane Sanders has decoded the secrets to what women want and demand in the workplace in order to stay put and optimize their talent and contributions.

As author of *GenderSmart® - Solving The communication Puzzle Between Men and Women*, published in five countries, she has worked with all corporate levels from executives to field personnel for over 17 years.

In the hundreds of conversations Jane has had with executives, recruiters, managers and female employees, one thing she learned is that when you give women what they want, they give you all they've got. Jane's work offers significant and unique benefits to organizations by evaluating existing environments, activities and processes to identify areas for change and recommend specific solutions, and teaching both men and women at all levels how to give each other what they want and need to do their best work. She not only has a finger on the pulse of gender communication differences and how they impact work environments, but she teaches people and companies how to deal with these differences more effectively.

What are the best indications of the powerful results Jane's work brings her clients? Over 95% of Jane's business is repeat and referral. This very high percentage means that her clients continuously bring her back, and her audience members frequently refer her to other companies and associations. She receives emails after each engagement from participants telling her how much they learned and how they are implementing her how-to tools for improved business results.

Prior to starting her successful consulting firm, Jane's professional background included nine years of sales and marketing positions with Carnation Company (now Nestlé Foods). In her first year Jane tripled sales in her territory, and a new product she developed and introduced exceeded its sales goal by +58%. As SVP of account service with an international strategic graphics design firm, Jane secured 16 new Fortune 500 accounts, wrote over 80 proposals during the recession in the early 90's, and closed over \$1.2M of business in 14 months. (This work came on the heels of such esteemed earlier positions during her teenage years as Counter Girl at Kentucky Fried Chicken, research assistant, lifeguard, water safety instructor, bank teller, and university bursar's office clerk.)

Jane has significant media experience, having been interviewed on television and radio about her areas of expertise. She has also hosted numerous live on-air TV pledge events for PBS, working with other experts and authors including Suze Orman, Wayne Dyer, Christiane Northrup, Andrew Weil, Nicholas Perricone, and others.



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Jane Sanders continued

Born and raised in southern Illinois, Jane's Midwestern roots still influence her friendly, approachable demeanor which can disarm and delight at the same time. Hearing an occasional "I'm on that like green on grass and a duck on a June bug!" or "Oh pooey" is not uncommon (although rare in the CEO's office...but it depends on the CEO!). At the same time, her sharp intelligence of an analyst shines through - by way of insightful observations, sound solutions, and quick wit. In addition to her daily study and research on gender issues, decades of interaction with six siblings and sixteen nieces and nephews continue to contribute significantly to her communications expertise. As a matter of fact, family has recently inspired her relocation from California after 30 years back to her hometown in Mount Vernon, Illinois.

Walking her talk as a consultant with first-hand knowledge of the importance of work/life balance, Jane is also an avid horsewoman, often seen galloping along trails on her chestnut quarter horse, Beau. Her impassioned "YEE-HAW!"s or "YA-HOO"s can sometimes be heard echoing through the fields. Similar to Jane's work with horses, effective communication between men and women along with retention and leadership preparation of women, take commitment, consistency, and practice. With expert guidance, mutual respect, and flexibility, companies and employees alike can all enjoy success and become GenderSmart!

Most Requested Programs...

- Get GenderSmart: How To Work With Women for Recruiting & Retention Results
- GenderSmart®: Improving Workplace Communication Between Men and Women
- Authentic Leadership: The Confidence Connection
- From Stuck To Stellar!: Action Planning for Life & Career
- Persuasive Communication Skills: Skills for Difficult People and Discussions
- From Pain to Polish: Powerful Presentation Skills