



# Key Associates, Inc.

Helping Leaders and Organizations Grow

Dr. Mary Key is a **trusted advisor, international consultant, author, speaker** and **executive coach**. She is President of Key Associates, Inc., an organizational transformation consulting firm committed to helping leaders and organizations grow. She is the founder of the **Key Women's Leadership Forum**. The purpose of the women's forum is to bring together executive women in a confidential setting to focus on pressing issues, leveraging their influence and aligning their careers with what is purposeful for them.

Dr. Mary Key has worked with Fortune 500 companies, Inc. 500 winners and government entities. She received her Ph.D. from the University of Virginia and her B.S. from the University of Massachusetts. She was selected to be part of the Society of International Business Fellows (SIBF), Leadership Florida, Athena Society and the CEO Council of Tampa Bay.



## Mary Key, Ph.D.



### 3 REASONS TO BOOK DR. MARY KEY:

- Inspires and engages audiences delivering actionable strategies that produce results
- Shares stories, examples and lessons learned from her deep experience in leadership development
- Advises and coaches C-Suite executives and teams with outstanding results

### TARGET AUDIENCE

Decision makers, top leadership, leadership teams, high potentials and professional women



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## PRESENTATIONS

### Women and Leadership: Do we have a competitive advantage?

Women still lag behind men in holding high level leadership positions. They bring some unique strengths to the table that can enhance and propel the growth of the organizations they serve. Women are poised to take leadership to the next level. In this dynamic talk, you will learn why and how. Dr. Mary Key shares her experience and insights from her work with executive women. You will learn more about what makes women successful in leading and how to avoid pitfalls that can prevent you from waylaying your career.

### Strategic Influence: How You Can Master the Art of Persuasion

What separates the most effective communicators from their less successful counterparts? The ability to influence others. Strategic influence is the art of getting others to take your lead and adopt an idea, practice or action that you believe is best for them. The ability to ethically influence others is a fundamental skill for leaders, particularly for successful women. You will learn to “amp up” your influencing ability and become a more persuasive communicator. You will walk away with actionable strategies to positively impact your ability to influence your clients, peers and direct reports. You will also better understand your power sources and how to use them.

### EQ vs. IQ

The biggest reason leaders fail is not IQ, but EQ (emotional intelligence). Unlike IQ, your EQ can be developed. In this interactive talk, you will deepen your understanding of one of the key factors that impacts leadership success, productivity and employee engagement. Dr. Mary Key will share examples and best practices from her over 25 years of experience coaching and developing executives.

## CLIENTS

Among others, clients have included:

Ericsson   CitiFinancial   Retail Services   Nokia   Nissan   Infiniti   Baycare Health System  
Baptist Health Care   Mission Healthcare System   Bausch & Lomb   Wyeth Nutrition   Jack Morton Worldwide  
Stanford University   Tribridge   Vology   Vector Solutions   myMatrixx   Prevent Blindness America

## HERE'S WHAT CLIENTS SAY

*“I want to compliment you on the keynote address you gave to the top 100 Ericsson managers in North America. Your talk was inspiring, engaged the audience and helped us better understand the importance of right focus, right people and right execution” –Angel Ruiz, President & CEO, Ericsson North America*

*“Mary, your presentation was wonderful, and really resonated with everyone in the room. You were able to educate and inspire everyone! –Melanie Lenz, Vice President, Rays Baseball*

*“Mary’s excellent presentation skills and her way of actively involving audience members in her subject matter creates an interactive, high-quality learning experience for everyone in attendance.”  
–William C. Taylor, Harvard Health Care Conferences, Harvard University*

## AUTHOR OF

*CEO Road Rules: Right Focus, Right People, Right Execution*  
*The Entrepreneurial Cat: 13 Ways to Transform Your Work Life*  
*What Animals Teach Us*

To book: call 813-831-9500 or visit [KeyAssociatesInc.com](http://KeyAssociatesInc.com)