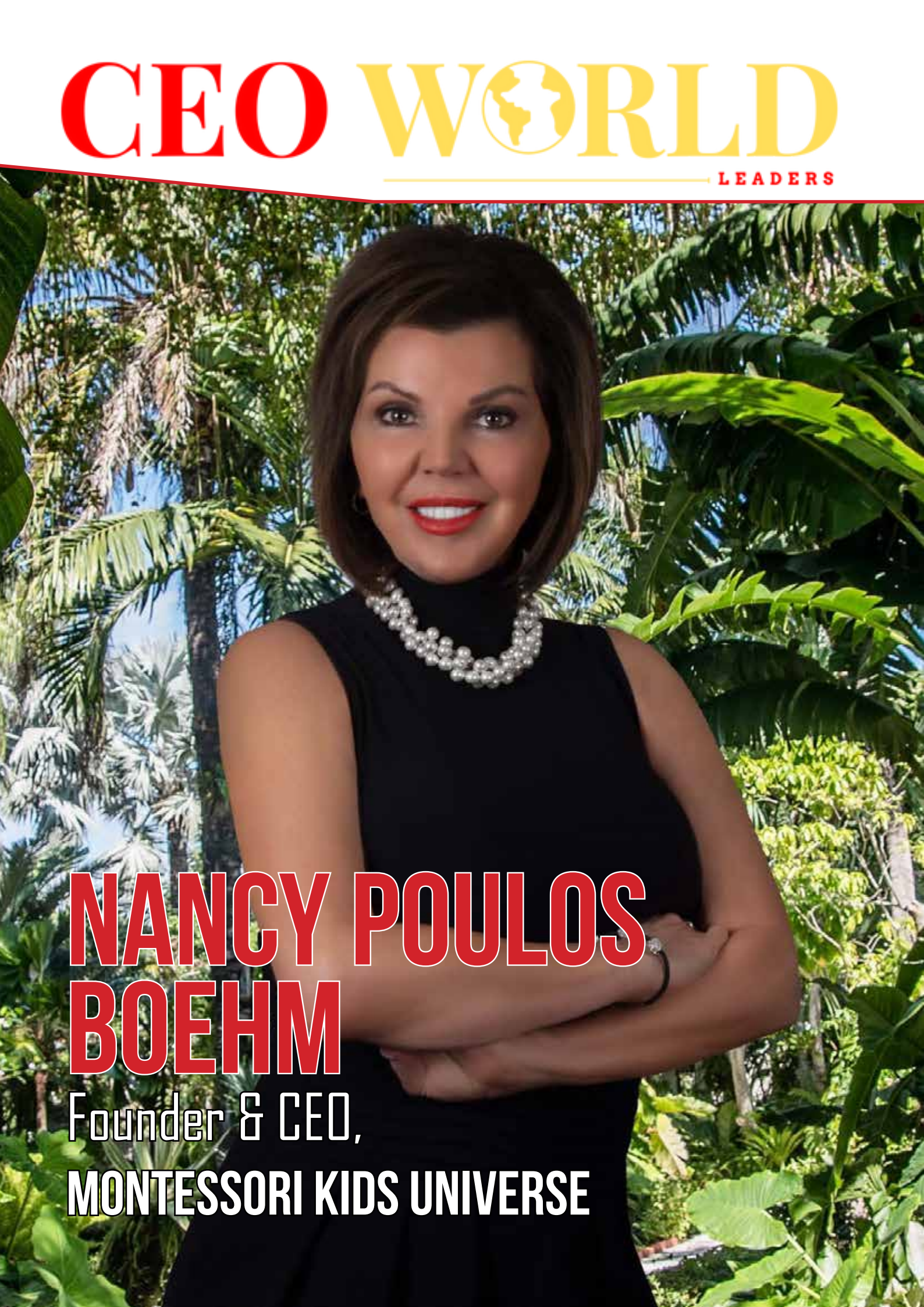


CEO WORLD

LEADERS

A portrait of Nancy Poulos Boehm, a woman with short brown hair, wearing a black sleeveless top and a multi-strand pearl necklace. She is standing outdoors with her arms crossed, smiling at the camera. The background is a lush tropical garden with various green plants and palm trees under bright sunlight.

**NANCY POULOS
BOEHM**

Founder & CEO,
MONTESSORI KIDS UNIVERSE

In this special edition, we are delighted to feature Nancy Poulos Boehm, Founder and CEO of Montessori Kids Universe (MKU), a visionary leader who is redefining the early childhood education landscape through purpose-driven innovation and a deeply human approach to learning.

At a time when education systems worldwide are undergoing rapid transformation, Nancy’s work stands out for its clarity of purpose and unwavering commitment to the developmental needs of young children. Her philosophy is grounded in a simple yet powerful belief: the earliest years of life shape not only academic readiness but also confidence, independence, emotional intelligence, and lifelong curiosity. Through MKU, she has translated this belief into a structured and scalable educational model that continues to grow across communities.

What makes the Montessori Kids Universe truly distinctive is its ability to balance authenticity with innovation. While firmly rooted in the Montessori method, MKU integrates modern, thoughtfully designed curricula such as the DaVinci Kids program and the Around the World curriculum. These additions enrich the learning experience by fostering creativity, cultural awareness, and global thinking from an early age, skills that are increasingly essential in today’s interconnected world.

Equally inspiring is Nancy’s leadership philosophy, which emphasizes service, empowerment, and collaboration. She has built an organizational culture where teachers, franchise partners, and team members are not only contributors but active participants in shaping the institution’s growth. This “it takes a village” approach has allowed MKU to evolve organically while maintaining consistency in quality and values across its network.

One of the most impactful aspects of her journey is the establishment of the MKU Training Institute for Montessori Teacher Training. In addressing the global shortage of trained Montessori educators, Nancy has strengthened the foundation of her organization while also contributing meaningfully to the broader education ecosystem. This initiative ensures that every MKU classroom reflects both authenticity and excellence.

Beyond systems and structures, Nancy’s vision is deeply human. She speaks of legacy not in terms of scale, but in terms of lives of transformed children who grow up confident and kind, parents who feel supported, and educators who find purpose and growth in their profession. This perspective reflects a rare blend of entrepreneurial strength and emotional intelligence.

As we present this feature, we celebrate not just an accomplished business leader, but a changemaker whose work is shaping the future of early education. Montessori Kids Universe is more than an institution; it is a growing movement dedicated to nurturing the next generation of learners, thinkers, and leaders.

We are honored to share this inspiring journey with our readers.



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NANCY POULOS BOEHM

Founder & CEO, Montessori Kids Universe

In the contemporary landscape of early childhood education, where systems are rapidly evolving and expectations from parents, educators, and communities continue to rise, only a few leaders manage to build institutions that are both scalable and deeply human in their approach. Nancy Poulos Boehm, Founder and CEO of Montessori Kids Universe (MKU), stands among those rare visionaries who have not only built an educational brand but have also redefined how early learning environments can shape the emotional, intellectual, and social foundations of a child's life.

Her journey is rooted in a strong belief that early education is not simply preparation for schooling, it is the foundation of identity, confidence, and lifelong learning. Through MKU, Nancy has translated this belief into a structured, scalable model that blends authenticity, innovation, and purpose-driven leadership.



A Vision Rooted in Purpose and Transformation

From the very beginning of her journey, Nancy Poulos Boehm was driven by a deep understanding of the critical importance of early childhood development. She recognized that the earliest years of life are not just formative, they are defining. During this stage, children develop not only cognitive skills but also emotional intelligence, independence, curiosity, and resilience.

This realization became the cornerstone of the Montessori Kids Universe. Rather than viewing childcare and preschool education as a transactional service, Nancy envisioned it as a transformational experience. Each MKU center was designed to be a space where children are encouraged to explore, make choices, learn through experience, and develop a sense of self-worth and independence.



What sets MKU apart is not only its curriculum but the philosophy that underpins it. Every classroom, every educator, and every interaction is designed with intention, to nurture the whole child, not just their academic readiness.

The Beginning of a Leadership Journey

Nancy's professional path began with a simple yet powerful question: how can early childhood education be improved so that it truly prepares children for life, not just school?

This question led her to explore various educational models, ultimately reinforcing her belief in the Montessori approach. However, she also recognized gaps in consistency, accessibility, and scalability within traditional Montessori environments.

Rather than accepting these limitations, she chose to innovate. Montessori Kids Universe was born as a response to the need for a structured, scalable, and globally relevant early education system that remains true to Montessori principles while integrating modern enhancements.

Each MKU school represents more than a business unit, it represents a commitment to shaping the future. Expansion for Nancy has never been

about numbers alone; it has always been about impact. Every new location is an opportunity to positively influence hundreds of children, families, and educators.

Daily Motivation: Building Futures, Not Just Schools

What motivates Nancy Poulos Boehm on a daily basis is not just organizational growth, but human transformation. She views MKU as a platform that creates ripple effects across generations.

For her, the most meaningful outcomes are seen in the confidence of a child who learns to make independent choices, the relief of a parent who feels supported during early development years, and the growth of an educator who finds purpose and fulfillment in teaching.

She is particularly driven by the idea that MKU is shaping not just individual lives but entire communities. Each center becomes a hub of learning, support, and growth, extending its influence far beyond classroom walls.

Additionally, MKU's franchise model allows entrepreneurs and educators to build meaningful businesses that align financial success with social impact. This alignment of purpose and profitability remains a key pillar of Nancy's vision.

Staying Relevant in a Changing Educational Landscape

The field of education is constantly evolving, influenced by technology, research, and changing societal expectations. Nancy understands that adaptability is essential for long-term relevance.

Her approach to staying current is both structured and intuitive. She actively engages with emerging trends in early childhood education, cognitive development research, and global teaching methodologies. However, she also places significant value on direct feedback from those closest to the learning experience, teachers, franchise partners, parents, and academic experts.

This multi-layered feedback system ensures that MKU remains both innovative and grounded. Instead of adopting change for the sake of trend alignment, the organization focuses on meaningful innovation, changes that enhance learning outcomes while preserving the core Montessori philosophy.

Building a Culture of Listening and Collaboration

At the heart of Montessori Kids Universe lies a deeply collaborative culture. Nancy strongly believes that innovation is not the result of top-down directives but emerges from listening, observing, and responding to real-world experiences.

The philosophy of “it takes a village” is not just a statement within MKU, it is a lived reality. Teachers contribute insights from classrooms, franchise owners share operational feedback, and corporate teams integrate these perspectives into continuous improvements. This open communication structure fosters trust and transparency across the organization. It also ensures that MKU evolves in alignment with the needs of children, educators, and families.

By encouraging participation at all levels, Nancy has created an ecosystem where every stakeholder feels valued and heard. This sense of ownership contributes significantly to the organization’s consistency and growth.

Leadership Philosophy: Service, Vision, and Empowerment

Nancy Poulos Boehm’s leadership philosophy is grounded in the principle of servant leadership. She believes that effective leaders do not simply direct, they serve, enable, and empower others to succeed.

Her leadership model is built on three core elements:

1. **Clarity of Vision** - ensuring that every team member understands the purpose and direction of the organization.
2. **Trust and Empowerment** - giving individuals the autonomy to make decisions while holding them accountable for outcomes.
3. **Support and Resources** - ensuring teams have the tools and guidance necessary to perform at their highest potential.

This approach has enabled MKU to scale while maintaining consistency in quality and values. It has also created a leadership pipeline within the organization, where individuals grow into roles of increasing responsibility.

Strategic Innovation: MKU Training Institute

One of the most significant milestones in MKU’s evolution has been the establishment of the

MKU Training Institute for Montessori Teacher Training. This initiative addresses one of the most pressing challenges in the early education sector: the shortage of trained Montessori educators.

Rather than relying solely on external hiring, MKU invested in building its own training ecosystem. This ensures that educators are not only qualified but also deeply aligned with the organization’s philosophy and standards.

The training institute plays a critical role in maintaining consistency across MKU schools worldwide. It ensures that every classroom reflects the same level of authenticity, quality, and pedagogical integrity.

For franchise partners, this initiative is particularly valuable, as it provides access to a reliable pipeline of trained educators who understand both Montessori principles and MKU’s proprietary enhancements.

A Unique Educational Model

Montessori Kids Universe serves children from birth to six years of age, focusing on early developmental stages where foundational learning occurs. The curriculum is built on authentic Montessori principles but is enhanced with proprietary programs that expand creativity and global awareness.

Two key components define MKU’s curriculum innovation:

DaVinci Kids Curriculum

This program focuses on creativity, artistic expression, and exposure to the arts. Children are introduced to concepts such as visual analysis, artistic styles, and creative interpretation. Through structured activities, they begin to differentiate between artistic movements and develop an appreciation for creativity as a form of expression.

Around the World Curriculum

This global learning program introduces children to diverse cultures, traditions, languages, and cuisines. It is designed to foster curiosity, respect, and awareness of global diversity from an early age.

Together, these programs ensure that MKU students develop not only cognitive and academic



readiness but also cultural intelligence, creativity, and emotional awareness.

Learning from Challenges and Growth Experiences

Like any entrepreneurial journey, Nancy’s path has included challenges that have shaped her leadership perspective. One of the most significant lessons she has learned is the importance of building strong, capable teams.

She recognizes that sustainable growth cannot be achieved through individual effort alone. It requires systems, delegation, and trust in others’ capabilities.

By surrounding herself with skilled leaders across operations, education, and franchise development, she has been able to maintain both scalability and quality. This distributed leadership model has also allowed her to focus on long-term vision and strategic growth.

Work-Life Balance Through Shared Leadership

For Nancy, maintaining balance between professional and personal life is not about separation, it is about structure. By empowering strong leaders within MKU, she has created a system where responsibilities are shared and accountability is distributed.

This approach ensures that operational excellence is maintained without central dependency. It also allows her to remain focused on strategic initiatives while trusting her team to execute day-to-day operations effectively.

Her belief is that a healthy organization is one where leadership is not centralized but distributed across capable individuals who share the same vision and values.

Future Outlook: Expanding Impact Globally

Looking ahead, Montessori Kids Universe is poised for continued growth and expansion. However, the focus remains firmly on maintaining quality, authenticity, and impact.

Future initiatives include strengthening teacher training programs, expanding curriculum innovation, and increasing global reach through strategic partnerships.

Nancy envisions MKU becoming a globally recognized leader in early childhood education, an institution that not only provides schooling but also sets new standards for how early learning environments should function.

A Legacy Defined by Transformation

When reflecting on her legacy, Nancy Poulos Boehm does not speak in terms of business metrics or organizational size. Instead, she speaks about transformation.

Her vision is to leave behind a legacy defined by children who grow up confident, independent, kind, and curious. She also hopes to ensure that parents feel supported during one of the most important phases of their lives, and that educators find meaningful careers filled with purpose and growth.

Through Montessori Kids Universe, Nancy is building more than an educational organization. She is building a long-term impact system, one that shapes children, supports families, empowers educators, and strengthens communities.

Her journey reflects a rare combination of vision, discipline, and compassion, qualities that continue to define MKU as it grows into a global educational movement rooted in purpose and excellence.



A large, close-up portrait of Lindsey Myers, a woman with long, wavy blonde hair and blue eyes, smiling. She is wearing a dark blue sleeveless top. The name 'Lindsey Myers' is overlaid in large, pink, outlined letters.

Lindsey Myers

Founder: Concrete Blonde Consulting

Lindsey Myers is a trailblazing entrepreneur and founder of Concrete Blonde Consulting, a public relations firm located in the greater New York City area. Over the past 15+ years, Myers has made a name for herself in the PR industry by working with a diverse range of clients, from startups to established businesses, and helping them achieve their marketing goals.

Lindsey Myers

Trailblazing a Path to PR for Female Professional

Early Life and Career

Lindsey Myers was born in the suburbs of Akron, Ohio, and grew up in a family that valued hard work and dedication. She was a driven and ambitious child, always eager to learn new things and take on new challenges. Myers was also passionate about helping others, which led her to pursue a career in public relations.

Myers attended the Boston University, where she earned a degree in Communications with a concentration in PR and minor in philosophy. During her time in college, Myers gained valuable experience working in various PR roles, including internships at local agencies and non-profit organizations. She has also worked as a freelance writer for various publications, honing her skills in content creation and storytelling.

After graduating from college, Myers moved to the Hamptons and then New York City to pursue her dream of working in the PR industry. She landed her first job as a publicist at a boutique agency in East Hampton, NY, where she gained hands-on experience working with a diverse range of clients, including restaurants, wines and spirits companies, and lifestyle brands.



Founding Concrete Blonde Consulting

In 2016, Myers decided to strike out on her own and launch her own PR firm. She founded Concrete Blonde Consulting with the goal of helping small and mid-sized businesses get the attention they deserve in the crowded New York City market. Myers wanted to create a company that was agile, innovative, and dedicated to delivering results for its clients.

One of the keys to Myers's success with Concrete Blonde Consulting has been her ability to stay ahead of the curve when it comes to PR trends and techniques. She is constantly studying the latest industry developments and experimenting with new strategies to help her clients stand out from the competition. Myers is also known for her creative approach to PR, often coming up with unconventional ideas that generate buzz and media attention.



Client Success Stories

Concrete Blonde Consulting has worked with a wide range of clients over the years, from fashion startups to established B2B and B2C tech services firms.

Services Offered by Concrete Blonde Consulting

Concrete Blonde Consulting offers a wide range of services to its clients, including media relations, influencer marketing, event planning, and content creation. Myers and her team work closely with each client to develop a customized strategy that meets their specific needs and goals. Here are some of the key services offered by Concrete Blonde Consulting:

Media Relations: Myers and her team have extensive experience working with journalists and media outlets in the New York City area and nationally. They help clients get their stories in front of the right people and create compelling pitches that capture the attention of reporters and editors.

Influencer Marketing: Influencer marketing has become an increasingly important part of the PR landscape in recent years, and Concrete Blonde Consulting has been at the forefront of this trend. Myers and her team have worked with a wide range of influencers, from up-and-coming micro-influencers to established celebrities, to help clients reach new audiences and build their brand awareness.

Event Planning: Myers is a master at planning and executing events that get people talking. Whether it's a product launch, a charity fundraiser, or a pop-up shop, Myers and her team know how to create an experience that resonates with attendees and generates buzz in the media.

Content Creation: Content is king in the digital age, and Myers understands the importance of creating high-quality, engaging content that resonates with audiences. She and her team work with clients to develop content strategies that include everything from blog posts and social media updates to videos and podcasts.





CEO WORLD LEADERS

DR. JACQUELINE HUDSON PARSONS:

A VISIONARY ENTREPRENEUR SHAPING THE FUTURE OF FASHION, BEAUTY, AND COMMUNICATIONS



Portland, Oregon – October 2024 – Dr. Jacqueline Hudson Parsons, a dynamic and multifaceted entrepreneur, continues to carve her mark across industries with a portfolio that seamlessly spans fashion, beauty, communications, and interior design. With an extraordinary blend of business acumen, creative foresight, and relentless drive, Dr. Hudson Parsons is the founder and CEO of several groundbreaking ventures, including Intelligence Beaute Cosmetics LLC, LDN Model Agency LLC, JH Couture Boutique, Plush Kat PR Agency LLC, and Oasis House Agency LLC.

Having earned a doctorate in Communications, Dr. Hudson Parsons brings academic rigor to her leadership while infusing her work with a deep passion for innovation. Her businesses reflect a shared ethos: to empower others, create space for creative expression, and advance industries through bold ideas and cutting-edge technologies.

A Pioneering Force in Beauty with Intelligence Beaute Cosmetics LLC

At the forefront of Dr. Hudson Parsons' empire is **Intelligence Beaute Cosmetics LLC**, a luxury cosmetics brand that has rapidly distinguished itself in the competitive beauty market.

Intelligence Beaute represents a fusion of science and beauty, as the brand focuses on using technology to enhance the user experience. Central to this innovation is an **Augmented Reality (AR) makeup try-on feature**, a first-of-its-kind initiative that will enable customers to virtually experiment with cosmetics before making a purchase.

This AR technology, currently in development and slated for a near-future launch, is poised to change how consumers engage with beauty products. Dr. Hudson Parsons explains, "We're creating a seamless, interactive experience that removes the guesswork from cosmetics shopping. Our goal is to empower people to discover their perfect look effortlessly."

Intelligence Beaute is more than just a beauty brand—it's a movement. Dr. Hudson Parsons has woven diversity and inclusion into the core of the company, offering products that cater to a broad spectrum of skin tones and types. With meticulously formulated cosmetics that prioritize both aesthetic appeal and skin health, the brand has set a new standard for luxury and inclusivity.

Elevating Fashion with JH Couture Boutique & LDN Model Agency LLC

Dr. Hudson Parsons' influence extends beyond the beauty realm with her ownership of **JH Couture Boutique**, a luxury fashion house known for its timeless designs, high-quality materials, and meticulous craftsmanship. The boutique has garnered a loyal clientele, from



fashion-forward individuals to celebrities, all drawn to the elegance and boldness of its collections.

Complementing her work in fashion is LDN Model Agency LLC, a premier modeling agency that champions diversity and fairness in the fashion industry. At the heart of LDN's mission is a commitment to inclusivity, offering representation to models of all backgrounds. The agency operates with modernized policies, including a newly implemented non-compete contract, aimed at providing models with the freedom to grow their careers while maintaining loyalty to the agency.

Dr. Hudson Parsons adds, "LDN Model Agency is not just about discovering talent, but about fostering an environment where models can thrive professionally and personally. We believe in fairness, opportunity, and creating a platform for long-term success."

Plush Kat PR Agency LLC: Shaping Brand Narratives with Precision

With her extensive communications background, Dr. Hudson Parsons brings a unique perspective to the public relations industry through **Plush Kat PR Agency LLC**. The boutique agency specializes in crafting compelling brand narratives, working closely with clients to develop custom PR strategies that amplify their voice and visibility in competitive markets.

Plush Kat PR offers a full suite of communications services, including media relations, crisis management, brand development, and digital marketing. Dr. Hudson Parsons, who also works as a **Senior Communications Consultant**, is known for her strategic and tailored approach to storytelling. She has a track record of transforming brands into household names through innovative campaigns that resonate with audiences.

"Public relations is an art," said Dr. Hudson Parsons. "It's about understanding a brand's core values and translating that into messaging that captures attention, builds trust, and forges meaningful connections. At Plush Kat PR, we're committed to helping brands evolve into industry leaders."

Oasis House Agency LLC: A Masterclass in Interior Design and Art Management

Expanding her empire into the world of interior design, Dr. Hudson Parsons recently launched **Oasis House Agency LLC**, an exclusive interior design and art management company. Oasis House blends modern aesthetics with functional design to create stunning, bespoke interiors. Whether working on residential spaces or luxury commercial properties, the agency emphasizes artful design that reflects the unique personality and lifestyle of each client.

This latest venture aligns with Dr. Hudson Parsons' eye for detail and her love for art, creating spaces that are not only beautiful but also inspiring. Oasis House takes on high-end clientele, delivering personalized interior solutions that transform ordinary spaces into immersive works of art.

A Visionary Leader Inspiring Future Entrepreneurs

Dr. Jacqueline Hudson Parsons' success is a testament to her visionary leadership, tireless work ethic, and commitment to excellence. As a **serial entrepreneur** with a passion for empowering others, she continues to mentor and inspire a new generation of business leaders. Through her ventures, Dr. Hudson Parsons provides a platform for creativity, diversity, and growth, helping individuals and brands reach their fullest potential.

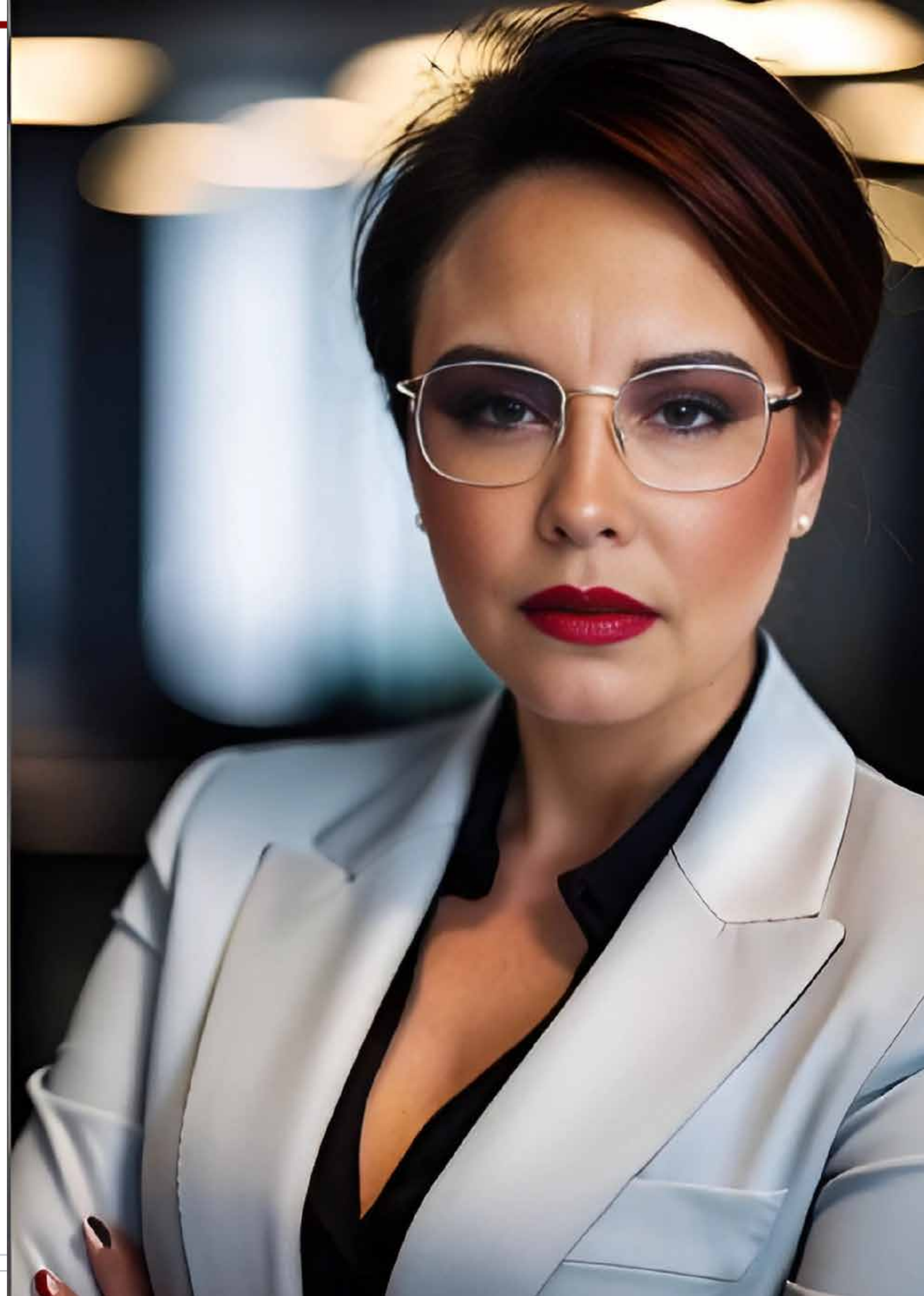
Reflecting on her career, Dr. Hudson Parsons shared, "My businesses are driven by a desire to innovate and elevate every industry I touch. Whether it's through technology, design, or communications, I aim to create experiences that inspire people to express themselves and achieve their goals. The future is limitless, and I'm excited for what's to come."

For more information about Dr. Jacqueline Hudson Parsons and her ventures, please contact:



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SUCCESS IS OUR UNIQUE JOURNEY TO BE HANDLED WITH CARE

My life journey was challenging as I grew up among bullies. Worse, I was gifted as green-eyed and left-handed, and according to research, my type differs from the masses. The good and bad summary is that we tend to be more creative but are misunderstood by others to endure endless name-calling and not being accepted socially.

Looking back, I realize the alone time was my gift in disguise. Instead of accepting the bullying, I spent my time alone talking to my reflection in the mirror, weighing the pros and cons of questionable commentary. Gradually, I began to watch my facial expressions and gestures, too.

I owe my business success to the unforeseen training my father offered at the dinner table. Every evening, he shared a story about an athlete who overcame a challenge to help the team win a game. The theme is, 'Never give up, but find a better way!' It was all perfect training for my forthcoming entrepreneurial and sales career.

The good news for me is that I was ahead of my time. I was expected to attend college to find an eligible husband, but that wasn't my intent. Moreover, if I pursued a career, the only possibilities were to be a teacher or a secretary, both of which I refused. Weeks before graduating from UCLA, I asked a friend if she would like to start a business together; she suggested a party-giving business. We had no prior knowledge but the courage to attempt it.

Details was the name of our company. Given we stood out for our generation, much media attention was ours, including being featured in the L.A. Times social section and on the cover of Mademoiselle Magazine. Remarkably, our first client was KFWB, the premiere Rock 'n Roll Station in Los Angeles. The party was held at Universal Studios and proved a huge success. However, shortly afterward, the financial market dramatically fell, and KFWB became a news station, so we needed to seek work.

A few years later, I found my lifetime partner, and we take pride in our family. Moving to Silicon Valley before it was known or even validated taught us many life lessons as we all began to mature. I was enjoying another entrepreneurship but realized a job was necessary to pay for college for our children. My husband came home one evening to say unbelievable words while I was sitting with my back to him; 'I know what you should do; you have the personality of a salesperson!' Horrified, I asked if that was a compliment or an insult! The rest is history.



CORPORATE DISCRIMINATION

One of the better sales techniques is to repeat another person's words to gain clarity. Using this technique with the first Sales Director earned me the job—one I did not want. Why? I was to sell an unknown brand of copier door-to-door against the Xerox brand. Worse, it was almost an hour's drive to work and arrive at 8:00 a.m.

Discrimination against me abounded on every level, including refusal to train me because I was just another stupid woman who would fail. Privately, I smiled because it allowed me to do things my way. I made friends with every contact, no matter their status. The short story is that I became the top producer by the fourth month, not knowing anything about the unknown copier. Why? I was referred to as a breath of fresh air. I shared stories with each person and inquired how they chose their job. Laughter soon became ours, and my title was 'a breath of fresh air!'

The games got uglier at corporate. At year-end, my thank you was to have the accounts given to the men, and my quota tripled for the following year, requiring me to seek new work. The same repeated itself over 11 years. And I soon learned that 100% commission was the way to go instead of an unacceptable salary. One Manager complained to my face that I was earning more money than him.

Eleven years and eleven jobs prompted me to finally take one day off for myself. I stopped at a red light, but the person behind me talking to her children in the rear seat was unaware. Her car slammed full force into mine. I could feel my brain swaying inside my head. No doctor wanted to touch me, and I was in pain for ten years.

Thankfully, I was a passenger in a car on a rainy night when the car slowly skidded into a lamppost. I timidly said, 'You better call an ambulance.' Finally, I would get the help I needed was my hope.

NEAR-DEATH CHANGED MY LIFE!

I was placed on a gurney, awaiting admission to the hospital, to have my entire life change for the better. A stunning gold light encased my whole body. Next, a vision appeared before me indicating I was to become a speaker, to which I fervently replied, 'Yes, that's what I always wanted to do!' A blink of a gold light above let me know my speaking would occur.

The first vision faded to bring up the next, my life report card. On the left-hand side, I had high marks, but the right-hand side was an embarrassment. It was entitled Community Service and was entirely blank. Immediately, I pledged to begin giving back to communities however possible. But being the salesperson, I mentally said, 'To give my best, I need to be able to walk out of the hospital on my own.' A second sudden blink of a gold light above assured me I would recover. Immediately after my experience, my family came over in tears. I assured them I would recover and suggested they get a good night's sleep!



The Experiment

Placed in the ICU, more unusual moments occurred. A brain surgeon 'who happened to be in the area' heard about my case and asked to do an experiment, to which I agreed. Typically, a metal halo is hammered into one's forehead with a 5-pound weight attached, but nothing changed. The experiment was to attach a 60-pound weight that instantly changed how I felt for the better.

Surgery

Heavily medicated, I had two minutes to meet the surgeon. Upon hearing, 'Mrs. Stutz, when you awake, you will most likely be paralyzed.' His words let me know he didn't expect me to survive, but given what occurred the night before, I shot back, 'Doctor, when I awake, I fully expect to be well!' He jumped backward before cutting me open. ;) Afterward, the entire staff on duty visited my room, referring to me as 'the Walking Miracle.'

Our worst experiences are our gifts in disguise. Entrepreneurship Revisited

Upon healing, I created Smooth Sale, which refers to earning a returning and referring clientele. It was a sales training company for sales teams and entrepreneurs and was successful from the start. But we soon moved to a new city where I was not welcome as a trainer because a female couldn't know enough about sales.

I was ridiculed on stage for making the ridiculous announcement. Someone took me aside to say, 'To establish credibility, you must write a book!' My phone wasn't ringing, and I had nothing to lose.

My 'Corporate Tell-All,' with names changed to protect the guilty, broke many records. The first publishing house agreed to it; the book quickly became an International Bestseller, appeared in TIME Magazine, I was on ABC-TV news with Christian Spencer, and over time, became Evergreen – among the classics! The title is Nice Girls DO Get the Sale: Relationship Building That Gets Results.

Due to the need to interview for a job every year, I became a pro at attaining the job. I later wrote HIRED! How to Use Sales Techniques to Sell Yourself on Interviews. The book helped many secure the jobs they desired.

Change of Mindset

Upon accepting an invitation from a marketing guru to join her group and learn about social media as it emerged, I was stopped in my tracks. She proclaimed that I was too competitive and needed to alter my behavior to become collaborative. I kid you not; given my corporate experience, it was the scariest concept I had ever considered seriously. But it works well, never to look back.





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