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# Jamie Crosbie

Founder and CEO of ProActivate, Author and Speaker

Author of “The Power of 2, Exponential Sales Leadership” and “How to Source, Qualify and Hire Elite Sales Talent” and “Journey To The Top “How to Reach Your Peak Performance Life” Certified Speaker in the High-Performance Mindset System, Expert in Sales and Sales Leadership Talent Acquisition, Sales and Leadership Training. Jamie has over 25 years of experience in sales leadership and the talent acquisition industry. She founded ProActivate over 15 years ago. She started her career in traditional recruiting firms primarily in sales leadership positions. The following five years were spent within on-line recruitment where she served as Vice President of Sales at Career Builder.

Jamie has given men and women, the practical tool that has inspired them to reach Peak Performance! Jamie knows how connecting a positive mindset and true leadership can be so influential that people and sales can grow beyond what they ever imagined! She gives the tools to; increase sales, employee satisfaction and live a happier more balanced and intentional life.

## JAMIE' S SPEAKING TOPICS

### Peak Performance Mindset

Mindset is the missing piece to grow and sustain performance. 80% of success is based on mindset; while only 20% is based on skill set. This Keynote is designed to help us achieve higher levels of success by modeling and adopting the mindset of excellence. You will become highly aware of and be able to harness the power of your Inner CEO – the key center of the brain that regulates and improves what we do on a daily basis. Participants will be lead on a journey of discovery where they will learn proven steps to help create and maintain a peak performance mindset and achieve maximum success.

### Building a High-Performance Sales Organization with Top Talent

A high-performance sales culture is built strategically by building a high-performance team. At the core is building a sales talent pipeline that ultimately leads to building a strong team of A players who achieve revenue results – essentially, your company's competitive advantage. If you are looking for a powerful strategic approach to sales talent that has powerful long-term impacts, you must invest in a sales talent pipeline – just as you would a sales revenue pipeline. You will hear actionable steps on how to build a strategic sales talent plan to proactively protect and propel revenue!

### Hire the Best, Upgrade the Rest

No company is immune to team turnover. Conservative estimates reveal that the sudden loss of even one top-tier sales performer can cost an organization \$1 million or more, when factors such as lost opportunities, time and resources needed to fill an open position, and ramp-up time are considered. Learn how you can hire the best and upgrade the rest!

### Exponential Sales Leadership

Align passion with purpose in your sales teams while keeping them motivated and happy! Discover how to develop an exceptional sales team while increasing sales and building long-term success.

### Overcoming Limiting Beliefs

Create awareness of the dirty little lies you tell yourself! What lies are holding you back from being fully who you were created to be and achieving all you want to achieve? Why do you keep doing the things you no longer want to do?

When was the moment in your life that you started believing THE LIES and how do you now flip the script and break free?

What are the lies that you tell yourself and what are the lies that others encourage you to keep believing?

How to recognize the lies you are telling yourself and learn to BREAK THROUGH to the truth and cultivate the life you deserve to have!

As seen on:

**SellingPower**

THE NEXT LEVEL  
CONVERSATIONS  
THAT MOVE BUSINESSES

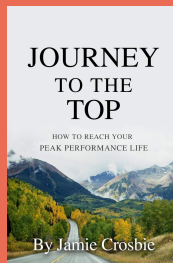
SALES 3.0



Founder & CEO of  
**PROACTIVATE**  
 Hire the best, upgrade the rest

## BENEFITS FROM HEARING JAMIE SPEAK

- \* Practical strategies for sales leadership to keep sales teams motivated and happy.
- \* Improve health and energy while reducing sales anxiety, performance barriers, and turnover.
- \* Enhance the skills of the leadership team while showing how to properly structure and create an exceptional sales organization.
- \* Improve sales performance and increase revenue goal attainment while boosting customer satisfaction.
- \* Ability to control the life you want rather than letting life control you.
- \* Create an action plan for your life with a clear mission, goals and values. Live a personal and professional life with purpose and intent.



## WHO SHOULD HEAR JAMIE SPEAK

Chief Executive Officers  
 Chief Revenue Officers

Leadership Development Teams  
 Sales and Marketing Teams

Sales Operations  
 Entrepreneurs

## POWERFUL REVIEWS FOR JAMIE

"We feel it has been a very valuable tool for them to grow personally and professionally. This is something they can apply every day, and it has given them a way to manage and support their teams. Not to mention the fact our company is constantly going through change, and their own mindset is instrumental in how their team perceives that change."

Kristi Cervantes -SVP of Sales, Sales Ops, Santander Consumer USA Inc.

"I left the presentation motivated and equipped with action steps to immediately implement in order to take my sales numbers to the next level. Her presentation was very enthusiastic and engaging. I'm excited to implement the takeaways from this workshop and focus on a positive "no limit thinking" mindset to execute on the goals I've set."

Amanda Jennings – Encompass Home Health

"Hearing Jamie speak was definitely refreshing and inspirational. Without a doubt, Jamie's perspective on the Peak Performance Mindset was out-of-the-box creative and highly motivating. I have implemented many of her ideas in my own businesses. If you want to improve in anything you do, I highly recommend attending and listening to Jamie's content. Very Well Done!"

James Hammel-Partner at Alair Homes

## SAMPLING OF JAMIE'S CLIENTS



For more information or to book Jamie contact us at:

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