



# THE MATHIS GROUP, INC.



PRESENTATIONS  
THAT ARE  
INSPIRING  
AND FUN!

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GSA Contractor Number: GS02F-0010V

Project Management Institute - Registered Global Education Provider  
Project Management Professional  
Certified Online Instructor

PROJECT MANAGEMENT

MARKETING

MOTIVATION

ORGANIZATIONAL BEHAVIOR

LEADERSHIP

CUSTOMER SERVICE

# DR. KEITH MATHIS

- › AUTHOR
- › CONSULTANT
- › BUSINESS OWNER
- › PROFESSIONAL SPEAKER
- › ASSOCIATE PROFESSOR

Dr. Keith Mathis is in tremendous demand as one of the most dynamic speakers in America, traveling throughout the United States, Canada, Mexico and South America. His provocative, informative, humorous presentations on a variety of organizational development topics are demanded by progressive companies. An animated and electrifying platform speaker, Keith never merely talks to an audience, but he also seeks to involve them in his presentations through high content and numerous illustrations. Intellectually demanding of himself, Keith demands no less of his audiences! He is loved by audiences of all kinds and is invited back 3 to 15 times in most organizations and as many as 100 times for others.

Keith debunks the myths which prevent organizations and their workers from changing and heading in a successful direction. He specializes in project management, organizational behavior, leadership, marketing, motivation, and comes with over 8,500 presentations to every kind of organization. His real life stories and illustrations will have your audience standing

on their feet in agreement. He is flexible in presentation lengths from conducting conferences or keynotes for conventions to full or multi-day sessions.

He is founder of The Mathis Group, based in St. Louis, Missouri. They are GSA contractors, as well as Registered Education Providers for Project Management Institute (PMI), providing 47 certified project management courses.

In addition, Keith's experience includes teaching corporate America skills on topics such as: marketing, motivation, leadership, conflict resolution, project management, supervision, performance appraisals, goal setting and numerous other organizational proficiencies. His problem solving expertise provides him with the ability to help companies in the solving of the most complex difficulties. He offers 48 management and leadership courses that he will tailor to meet the exact needs of your organization.

Keith has served as an adjunct professor of business management at Nova Southeastern University



in Ft. Lauderdale since 1995, DeVry University since 2009, and Liberty University since 2010. He also taught at National Louis and Touro University.

Keith has authored numerous training programs, as well as magazine and newspaper articles. His books *Dinosaur Tracks: Modern Leadership Strategies for Changing Employee Performance and Behavior* and *21 Deadly Project Management Mistakes & How to Avoid Them* was published by Equippers Press International.

Keith holds a B.A. in Behavioral Science, a M.S. in Management, and a Ph.D. in Administration Management. He also holds a PMP (Project Management Professional Certification) through PMI and is a COI (Certified Online Instructor).



# CAPABILITY STATEMENTS

Since 1993, The Mathis Group has been helping organizations change worker productivity and behavior.

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## THE MATHIS GROUP MISSION

The Mathis Group provides quality, customized training and consulting services that inspire, educate, and equip organizations to be better tomorrow than they are today.

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## COMPANY MANDATE

The Mathis Group provides training and consulting that will impact the organization and individual while maintaining an outstanding reputation for success and integrity.

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## VALUES STATEMENT

Every person has worth and should be treated with respect.

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## AREA OF EXPERTISE

Curriculum Design  
Project Management  
Organizational Behavior  
and Development  
Management  
Marketing  
Strategic Planning  
Executive Coaching  
Performance  
Team Building  
Leadership  
Customer Service  
Creating Customer Value  
Sales  
Supervisory Leadership  
Coaching and Counseling

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## CUSTOMIZATION PROCESS

The customization process will demonstrate that The Mathis Group is prepared to write, customize, deliver, and manage this project with the highest quality team.



## DESIGN OF PRESENTATION

This presentation will be adapted to your organization's industry, culture, needs, and goals using strong customization best practices.

## WHY IS CUSTOMIZATION IMPORTANT?

Customization allows the presentation to be tailored to meet the particular needs of each organization. The Mathis Group believes each company has certain issues that are specific to it. Conducting a presentation without understanding those differences will prevent successful changes in behavior or performance. When true customization is complete, that skill base is specific and slanted to the targeted needs of that organizational culture.

## HOW IS THE KEYNOTE CUSTOMIZED?

Dr. Mathis will conduct an interview with your organization to gather preliminary information. A general outline and proposal is developed and then followed by an assessment and analysis of your organization. Some of those needs will include culture, areas of strengths and weaknesses, application focus, and the best ways to implement the program.

## TEACHING FORMAT

During the keynote, Dr. Mathis creates an atmosphere that is very upbeat and interactive. Keynotes include numerous examples, fun, and pertinent information for your audience. All participants will leave feeling energized, recharged, and taking home new ideas and concepts.

In each breakout session he teaches, he uses his laptop, PowerPoint, and LCD/Proxima projector to introduce, explain, and summarize key concepts in the core competencies. Participants will have the opportunity to interact and engage in discussions and small group analysis as well as debriefs and action plans throughout the entire course. His sessions are filled with small/large group discussions and activities, abbreviated case scenarios, and personalized action planning all while engaging participants in a non-threatening manner. He also makes himself available for consultation with the participants.

## PARTIAL GOVERNMENT CLIENT LISTING

State of Missouri  
 State of Kansas  
 Federal Communication Commission  
 Drug Enforcement Administration  
 Consumer Product Safety Commission  
 National Imagery and Mapping Agency  
 Federal Aviation Administration  
 United States Department of Agriculture  
 Michigan Dept of Civil Service  
 National Institutes of Health  
 Saginaw Police Department  
 St. Louis City Police  
 United States Postal Service  
 City Government of Atlantic City  
 Iowa Dept of Child Enforcement  
 Internal Revenue Service  
 State of Michigan  
 Michigan Department of Housing  
 Social Security Administration  
 Visalia County Government, Visalia, CA



## PARTIAL CLIENT LISTING

St. Louis Post Dispatch  
 Ralston Purina  
 Blue Cross and Blue Shield  
 Motorola  
 Lear Corporation  
 Lucent Technology  
 Kaiser Dental  
 Oklahoma State University  
 Atlantic City Housing  
 CareerTrack, Inc.  
 Federal Reserve Bank  
 United Van Line  
 Enterprise Leasing  
 Protein Technologies  
 Nova Southeastern University  
 National Louis University  
 Beverly Farm Foundation  
 Alumax Metal, Inc.  
 Mallinckrodt Chemical  
 TCI  
 Coopers and Lybrand  
 Portion Pak, Inc.  
 Entertainment Publications  
 American General Contractors Association  
 St. Louis University  
 St. Luke's Hospital  
 Brentwood Medical Center  
 StarMed Staffing Group  
 PPL Corporation  
 Exelon  
 Ameren  
 Clyde Union  
 Arch Cole  
 Monsanto  
 JP Morgan



# SEMINARS, KEYNOTES AND TOPICS

## MANAGEMENT

Management A-Z

Successfully Managing People In A Technical Setting

How To Handle Difficult People

Coping With Change

12 Steps To Better Decision Making

How To Build Trust And Respect

Mastering Project Management

Project Management Intensive

Empowering Employees For Success

How To Discipline Employees

Empower Or Perish

Coaching And Counseling Employees

Managing Multiple Projects And Tasks

## LEADERSHIP

Developing And Mentoring Your Workforce

How To Delegate And Hold Them Accountable

Values Based Leadership: Our Only Hope

Executive Coaching

Strategic Planning

Motivating And Empowering Your Workforce

The Lost Art Of Leadership

Tough Minded Leadership

Vision Driven Leadership

Foundations Of 21st Century Planning

Becoming A Confident Decision Maker

Creating Strategic Change

Successfully Handling Turbulent Change

Handling Personal And Professional Change

## ATTITUDE/NEGATIVITY

Creating An Optimistic Workplace

Mountain Moving Motivation

Battling Burnout

Becoming An Overcomer

The Impact Of Humor In The Workplace

Turning Turkeys Into Eagles

## COMMUNICATION

Proactive Communication

Communicating For Results

You Said, We Said, They Said

Facilitation Fundamentals

Communication: What You Heard Is Not What I Said

Secrets Of Presenting Like A Pro

Increase Communication And Get Your Point Across

## CONSULTING

Consulting Skills For A New Day

How To Build Your Consulting Business

Solving Problems As A Consultant

Consulting Fundamentals

## HUMAN RESOURCE

Successfully Recruiting Tomorrow's Worker

Market Yourself For Your Next Employer

Performance Appraisals That Work

## CONFLICT

Dealing With Difficult And Obnoxious People

How To Talk About The Tough Issues

Handling Conflict And Confrontation

## CUSTOMER SERVICE

Customer Relationship Management (CRM)

Customership: Building Unbelievable Service

21st Century Customer Service

Customer Retention - Our Future Success

## SALES/MARKETING

Controlling The Seven Mile Border

Marketingology: The Art Of Attracting New Customers

Secrets Of Closing More Sales

Selling 101 Fundamentals

Advanced Sales Skills For A New Millennium

Creating Customer Driven Value

Selling With Values And Integrity

Marketing Your Company For Results

Foundations Of Organizational Marketing

Fundamentals Of Sales In The 21st Century

Sales Management Intensive

Negotiate Like A Pro

Sales Force Management

Consultive Selling Made Simple

## TEAMS

Organizing Highly Effective Teams

Building Cross Functional Teams

Building Team That Work

Conquering Team Conflict

Creating Self Directed Teams

## WRITING SKILLS

Effective Business Writing Skills

Grammar And Punctuation Skills