

JEANNIE BROOKS

EXECUTIVE LEADERSHIP CONSULTANT

THE ELEPHANT'S ROPE

A man passes an elephant and notices a loose, weak rope tied around its ankle, anchored to a post. Curious, he thinks. The elephant could easily break away from the rope and post, but he doesn't. He stays. Why? Well, because when the elephant was young his trainer used the same rope to tether the beautiful gray beast, and the rope was strong enough to restrain him then. As he grew, he became conditioned to believe he couldn't break away, so he never tried. How many of your employees go through life and work believing they cannot do something, simply because they haven't tried or have failed at it before? If I have one purpose in my work, it's to help people believe in themselves, try their best, and succeed.

WORK EXPERIENCE

Founder & CEO

Brooks Career & Life Consultant / 2017 - Present  Ridgefield, CT

Executive Career and Life Consultant enabling individuals to be fully engaged and enriched in their careers and personal lives.

- Providing client's life tools to significantly improve their productivity, profitability, leadership skills, goal attainment, time management, and stress reduction skills.
- Focusing clients on developing targeted career objectives, effective communication strategies, team building and team work, active listening, negotiating and presentation skills.
- Developing and discussing meaningful steps to obtain leadership positions within the company or in life using emotional intelligence.

Executive Leadership Consultant

General Electric Company / 2016 - 2017  Crotonville, NY

Executive consulting within G.E. Corporate Management Development Program

- Trained and coached CEO-2 and CEO-3 Global Executives on how to make more effective strategic decisions within their departments and to search for growth positions within General Electric
- Taught Executives how to use tools to generate more profitable, productive departments and teams
- Focused Leadership Executives to create stronger leadership skills, effective communication strategies, productive team building skills and the creation of safe, accepted work environments.



14 LOREN LANE, RIDGEFIELD, CT



JCBROOKS3@GMAIL.COM



JEANNIEBROOKS.ME



203.837.0786

EDUCATION

Old Dominion University Norfolk, VA

B.A. Business Administration
Cum Laude

NY Institute of Finance New York, NY

Graduate studies in Finance
Previously held Series 7 & 63

CONSULTING SKILLS

Inspiring motivation to end stagnancy
Help overcoming complacency
Camaraderie building
Developing emotional intelligence
Targeting productivity for positive change
Optimizing employee potential
Emphasizing self-awareness
Teaching goal-setting
Honing leadership skills
Highlighting creativity in team building

J E A N N I E B R O O K S

EXECUTIVE LEADERSHIP CONSULTANT

Sales Executive – Residential Real Estate

William Pitt Sotheby's Realty / 1998 - Present

 Ridgefield, CT

Based on financial acumen and strong client orientation, was recruited to marquee real estate company to increase sales/margins in residential markets.

- Top awards for sales volume programs, multiple years.
- Pitched and won the relocation business of a venture capital firm.
- Maximized profitability by using data-driven pricing that delivered a higher percentage of list-to-sale price and reduced time-to-market.
- Achieved extremely high cliente retention rate; developed strong pipeline of repeat and referral business.
- Increased office productivity by proactively coaching support staff in a team approach to sales.

Senior Financial Analyst, Banking Relations / M&A Group

Fortune Brands / 1988 - 1995

 Old Greenwich, CT

Based on valuation and presentation and coaching skills, was promoted to M&A department for valuation modeling; worked directly with CFO and Board of Directors. Managed and coached a staff of 5.

- Promoted to M&A department for valuation modeling and presentation skills. Prepared detailed valuations and calculated scenarios for company and industry performance, including shareholder value for each operation.
- Identified, analyzed, and presented to CFO and Senior Management potential target companies for acquisitions or divestiture. Prepared offering memos and contributed to the purchase/sale of over \$2B in assets.
- Lead M&A valuation of Franklin Life Insurance Company, \$1.2B.
- Managed a \$1.3B short-term debt portfolio through daily issuance of Commercial Paper, MM, Libor and CD borrowings. Proposed and initiated alternative funding strategies to daily reduce interest rate exposure. Diversified into a network of 50 commercial banks.

Assistant Investment Advisor

Lazard Freres Asset Management / 1987 - 1988

 New York, NY

Managed daily short-term investing on over 200 portfolios of high net worth clientes (over \$5MM).

- Formulated strategies for all short-term funds and was the primary point of contact with clients.
- Managed and traded \$20MM in short-term Money market funds.

TECHNICAL SKILLS

Highly proficient in Microsoft Word
Proficient in Microsoft Excel and Powerpoint
Familiarity with Adobe Creative Suite
Highly proficient in SmartMLS
Highly proficient in Matrix
Highly proficient in Listingbook


REFERENCES

Karen Petrazzini

 203.448.6142


 Karenplus6@aol.com

Margie McPartland

 203.979.0976

 MMM829@optonline.net

Susan Tuccio

 203.733.8554

 susantuccio@me.com