



TODD JONES

TRANSFORMATIONAL CATALYST

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A graduate of the United States Military Academy at West Point, Todd Jones champions veterans' causes anchored in a mindset of commitment and dedication. As an Army officer who led two tours in Bosnia, he has learned the true meaning of a "we" not "me" mindset.

This background in service has allowed Todd to develop unique insights into the motivators that drive action and the connection points that enable divergent groups to best work together. His experiences among varied service groups has enabled him to leverage an empathetic awareness and an ability to drill down to core issues quickly, identifying themes and approaches that lead to commonalities among his audiences.

The key to succeeding in the modern financial landscape is being able to expertly identify trends and needs, and then being able to deploy teams that can quickly capitalize on opportunities.

As a forward-thinking and perceptive financial leader, Todd Jones has realized that focusing on motivating sales teams with direct, concrete, actionable guidance is the key to quick, reliable and scalable transformation. His ability to infuse new sales methodologies and innovative financial technologies via teams that are challenged through positive culture development and strategic team structuring, and that are empowered to act authoritatively in the face of market demands, has led to explosive growth and success across the businesses he has led.

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Signature Talks

How to be a Transformational Catalyst

Managing through change

The Importance of Cause Marketing

improve your mission and employee engagement

Why You Should be Hiring Veterans

Veterans in the workplace drive the bottomline

