

Transformational  
Speaker

Front-Line Retail  
Specialist

Best-Selling  
Author

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terry  
hawkins





## Transformational Speaker



Ask Terry what her specialty is and she will tell you simply - PEOPLE. Terry is a successful business woman & a practiced speaking professional (CSP) with a reputation for engaging an audience during and after the event. The attendees learn practical strategies that can change the way they look and feel about life and business forever! She is a masterful educator in behavioral re-patterning, the execution of retail front-line management, leadership development, and communication strategies that benefit the individual in all facets of their life. She has spoken to every industry imaginable using her uncanny ability to relate to any audience, and her gifted simplicity to assist in the evolution of corporations and the people within those corporations.

## Speaking On:

### Retail Re-Patterning

*Retail's in-store evolution is just beginning, with front-line employees needing to embrace brand, process, education, and performance like never before. Borrowing from over 25 years of developing compelling retail education, Terry unveils the science of retail selling.*

### Defining a Powerful Future

*Is your organization, or members of your team dwelling in what can't help them? Placing proper perspective on the past, and creating the fuel for the future is Terry's specialty in ninety minutes or less. The past can't hurt you, only the meaning that is assigned to it.*

### The Next Retail Revolution

*There is another sea change approaching in retail. E-Commerce had the show for the first part of the new century, but make no mistake, the future of retail is very human. What can you do to be ahead of this change? Terry leverages her thirty-years of retail development experience.*



## Front-Line Retail Specialist

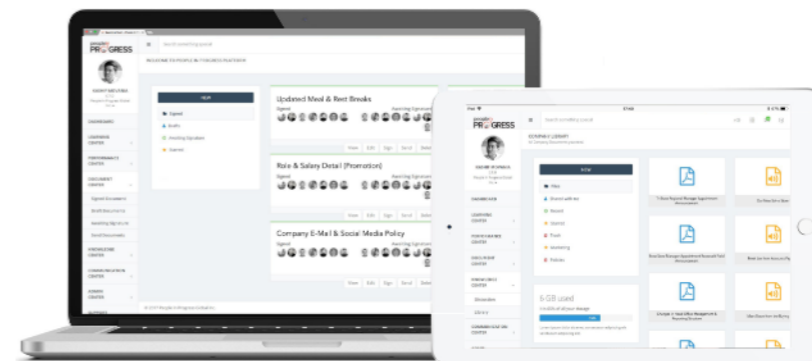


In 1989, Terry Hawkins founded People in Progress Global, now Progress Retail, an e-learning and sales management software company. She pioneered empathy-based sales and management training with a purely in-person training facilitation model. The business' core education product, C.A.R.E. Customers Are Really Everything® has had over 25 years of durability in its analog, in-person format as a front-line retail sales system. Recognizing "software is eating the world", Terry pivoted the business with the launch of its retail human capital platform in 2017.

Terry as a non-digital native, has successfully transitioned her business by leveraging technology. She's persevered through the trials of adapting what she's known to be true, with what is required to remain relevant in the future. She's a pioneer in retail sales education, mastering behavioral re-patterning tools that are consistent undertones in her retail education products, and her keynote speaking addresses.

# PROGRESS

RETAIL



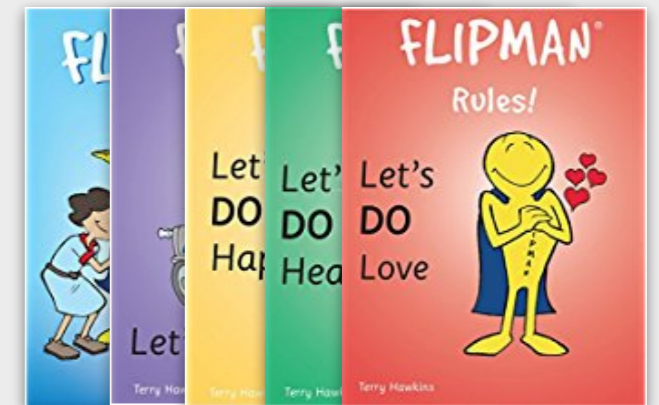
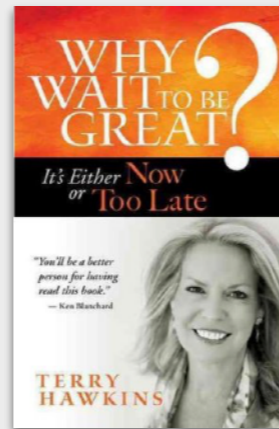


Best-Selling  
Author



**“Terry Hawkins is a positive force of nature. Let her enthusiasm and optimistic approach to life’s challenges rub off on you as you turn the pages. You’ll be a better person for having read this book.”**

**Ken Blanchard**



Media



**“Inspiring Generation Y & Z in the Workplace”**



**“Becoming a Five Sensory Sales Professional”**



**“Committing To Personal Development”**

# Media & Venue Requirements



<b>Video H264 MP4 Audio Interleaved</b>	<b>Video Recording</b>	<b>Audio Recording</b>	<b>Stage Platform</b>	<b>Tables</b>	<b>Technology</b>
<b>Group Session (≤50)</b>	1 Camera	Lapel Microphone	None	2 Dressed Trestle Tables	HDMI iPad Mirroring Audio & Video
<b>Small Conference Format (50-500)</b>	2 Camera	Headset	Large		
<b>Large Conference Format (500+)</b>				3 Dressed Trestle Tables	