

**COMPETE
EVERY
DAY.**

A man with glasses and a beard, wearing a maroon suit and a white shirt, is speaking on a stage. He is gesturing with his hands and holding a small device. The background is dark with some blue and green lighting.

PROGRAM GUIDE

JAKEATHOMPSON.COM



WITH JAKE THOMPSON
AS YOUR SPEAKER
MAKE YOUR EVENT
IMPACTFUL **BEYOND**
ONE DAY.



Jake Thompson's motivational programs provide actionable steps and practical strategies his audiences can use immediately to boost performance and get better results in their work & life.

A 2021 survey revealed that only 11% of companies feel they have a strong organizational leadership program. 58% of managers surveyed said they received zero management training, and 63% of millennials shared that their leadership skills were not being fully developed. This isn't a people problem but a training program problem.

Jake Thompson – your Chief Encouragement Officer – equips your team with the tools to succeed & gain a competitive edge in your industry. Using his signature CE³ Model, Jake has helped global organizations & association leaders translate tangible lessons into long-term results with that inspiring, energetic boost you expect from a motivational speaker.

What people deeply desire are the teachings and tools to thrive in their role, make an impact, and grow as leaders. Learn how we can unlock your organization's competitive edge by working with Jake Thompson.

JAKE'S TOP 3 PROGRAMS

COMPETE EVERY DAY

Does your team struggle with inconsistency or complacency? Do you find your employees spending more time comparing themselves to competitors instead of chasing down new clients? Learn how we can overcome these big three common challenges with my CM3 Model and transform your team's focus, daily habits & mindsets to help your company raise their level of success.



LEAD BETTER NOW

One of the biggest challenges in corporate America today is the promotion of talented individuals to leadership positions without the proper training to succeed in this new role. 60% of new managers fail within the first 24 months of their promotion - but it's not a talent problem, it's a training one. Learn how to take your leaders from hating leadership to thriving in it - and giving your company a competitive advantage in the market for talent.

CONTROL THE CONTROLLABLES

Every day, you dedicate hours of your precious time toward reaching success. But it doesn't have to be this way. You can learn how to tap into your highest potential without exhausting the majority of your time and effort. What does it take? Learning how to seize control of certain elements within your reach. Jake's profound insight on what's within someone's control combined with a daily plan of attack puts individuals and teams in a power position to win seven days a week.

WHAT IT'S LIKE TO WORK WITH JAKE

If you are looking for an inspiring, motivating speaker that will deliver an impactful and meaningful message to your team Jake is your person!

He worked hand in hand with us to understand our business and tailor his content, and engaged with numerous members of our team outside the main session. He was authentic, professional, and gave us a system we could take with us to improve every aspect of our lives - as people and professionals!

- Rick Hill, VP of Americas, AVA Security -

Jake Thompson is a dynamic speaker with a charisma that you feel whether sitting in the same room or participating virtually.

He is master at connecting and engaging the audience. If you are thinking about booking Jake Thompson—do it. I'm glad I did.

- Shaida Haberlach, Seattle Study Club -

Titleist

OSBURN

MARSH & MCLENNAN
AGENCY

Texas Children's
Hospital

GREAT WEST CASUALTY COMPANY

UPPER IOWA
UNIVERSITY
EDUCATION BUILT FOR LIFE

DIAMONDS DIRECT

MICHIGAN
REALTORS®

TMA

HILTI

TRINITY HEADS

ABOUT JAKE

Jake Thompson is a leadership coach and the Chief Encouragement Officer at Compete Every Day, a brand he started in 2011 by first selling t-shirts out of the trunk of his car.

Jake has spent more than a decade working with leaders and organizations worldwide on how they can get better results for themselves and their teams.

He has been featured in Forbes, hosts a podcast in the top 1% globally, and has directly impacted over 75,000 ambitious leaders.

Through his entrepreneurial sales experience, client work, and research, Jake has built a proven framework that helps leaders improve their mindset, habits, and team development to create more influence as an impactful leader in their organization.

Jake lives in Dallas/Fort Worth with his wife, Elena and their dogs, Sugar & Donut.



INTRODUCTION

Our speaker today started his company selling t-shirts out of the back of his car behind a gym in 2011. He is passionate about competition and helping people apply a competitive mindset to create the results they want out of life.

He knows firsthand how this mindset helps leaders become more resilient, successful, and mentally tough to handle everything life throws at them. Our speaker has worked with leaders at leading brands, including Titleist Golf, Diamonds Direct, National Breast Cancer Foundation, and more.

Today, he is the Chief Encouragement Officer at Compete Every Day and a performance coach who travels around the country, helping people to create a competitive advantage in their careers and lives.

Please welcome Jake Thompson!

VIDEOS





COMPETE
EVERY
DAY®

COMPETE EVERY DAY

UNLOCK YOUR FULL POTENTIAL AS A LEADER

What would your company look like if every one of your team members were reaching their goals, and along the way, their full potential?

Employee happiness and engagement would increase. Productivity would increase. And most of all, your organization's growth would increase no matter what is going on in the market. It'd be game-changing, but it sounds too good to be true, right?

It doesn't have to be.

In my experience working with ambitious people and teams, we far too often get caught up in comparison rather than embracing competition and collaboration in new lights. In order to reach our full potential, we have to test our current limits and compete every day against ourselves in a collaborative environment with our teammates.

Discover how your greatest competition lies within yourself, and how by embracing that competition, you can ignite change throughout your organization. Your audience will leave encouraged, equipped, and excited to compete every day - and your company will be fueled with forward momentum.

LEARNING OBJECTIVES:

- Importance of tiny choices when it comes to tremendous success
- How to invest in your peers to enhance your culture
- Adopt a "Me Vs. Me" attitude to unlock your full potential
- Maximizing what's in your control to better lead yourself and get better results
- Why Leaders need the "Cheat Code" and how to use it at this year's convention.

COMPETE
EVERY
DAY.®



LEAD BETTER NOW

SHIFT FROM SURVIVING YOUR LEADERSHIP ROLE TO THRIVING IN IT.

One of the biggest challenges in corporate America today is the promotion of talented individuals to leadership positions without the proper training to succeed in this new role. 60% of new managers fail within the first 24 months of their promotion.

We've created a culture of turning A+ performers into C- managers, and in doing so, wrecked their confidence, results, & overall team culture. Many times it's not the individual who fails us, but the organization who failed to properly prepare their performer for this new role.

The overwhelm of drowning in paperwork, managing team drama, or lack of knowledge on how to coach up reports can cause even the most talented of leaders to feel like a failure and want to throw in the towel to go back to "what they used to do."

In this session, learn how to take your leaders from hating leadership to thriving in it – and giving your company a competitive advantage in the market for talent.

LEARNING OBJECTIVES:

- How to build the core components of effective leadership.
- Strategies to connect with your team's hearts (so you can get to their heads).
- Why leadership is life service and not lip service.
- What trips up most people from becoming great leaders – and how to avoid that same trap.
- The difference between managing & coaching and why great leaders do both

**Opportunity to pair Jake's 2024 book of the same name, Lead Better Now, for attendees.*



CONTROL THE CONTROLLABLES

LEARN TO MAXIMIZE WHAT'S IN YOUR CONTROL TO SUCCEED.

How much time and energy do we consistently waste by focusing on what's outside of our control?

Organizations are full of finger-pointing, excuse-making, and distracted teams who are fixated on what they can't control instead of owning what they can and using it to respond more effectively to challenges.

We control our attitude, effort, and actions. No outside forces. In this talk, your team will learn how to tap into their highest potential – by seizing control of what's within their reach and putting it into a daily plan of attack.

This program will teach your team how to discern what's in their control and channel a tunnel vision focus. Show your team what they're capable of when they master self-accountability.

LEARNING OBJECTIVES:

- The 4 powerful things within your control
- How to win every day
- The best way to overcome challenges
- Defeat burnout for good
- How to make a winning daily plan of attack



FOCUS OF A CHAMPION

DISCOVER HOW TO MASTER THE BORING TO BUILD EXCITING RESULTS

“You earn your championship trophies in practice. You only pick them up on game day.”

Far too often we burn ourselves out by continuing to stay busy - without making meaningful progress toward our priorities. What we don't need is "more," but "less" in a targeted gameplan.

Jake teaches the winning process and mindset he used to build a global brand – shed the obsession with the outcome, fall in love with the process, and focus on being better, not busy.

The real work happens without the audience. This program shows your team how to focus less on the trophy and more on the journey. The millions of intentional steps in the right direction.

This session is a paradigm shift, where your team learns they hold the key to intentionally creating a daily plan of attack for their workday, output, and impact. They'll leave with techniques to create a laser focus on their priorities instead of continuing to give into distractions disguised as “busy” work.

LEARNING OBJECTIVES:

- The importance of an unbreakable mindset
- Create a process that generates success
- How to avoid costly distractions
- Remove motivation from the equation
- How to gamify the daily work required to reach bigger goals