

J.D. Frailey

Speaker and Consultant



Topics

Leadership and Management

Co-author of:

In the Spirit of Service: Telecommunications from the Founders to the Future

Sharing life-changing principles and practices, J.D. helps clients focus and execute on their highest priorities for long-term results.

Speaker and consultant J. D. Frailey works with clients from the front lines to the CEO, helping them focus and execute on their highest priorities. He is passionate about sharing life-changing principles and practices that produce long-term results. Clients describe him as motivating, entertaining, and uplifting. He is consistently invited back to organizations because they know his workshops will produce results. J.D. has recently spoken at numerous events including the Merck sales recognition conference, Reliv International sales recognition event, and Astellas Pharma national sales conference.

J.D.'s background includes nearly 20 years as a sales and marketing innovator for Southwestern Bell Corporation, where he served as Director of Marketing and Director of the Accelerated Leadership Development Program.

His client list includes engagements with AT&T, Mohawk, Coca-Cola, Boeing, Express Scripts, Veterans Administration, BDO, Accenture, DuPont, Honda, and Volvo.

He has partnered with FranklinCovey in serving clients since 1996. He has experience working with clients in varying industries including manufacturing, education, retail, sales and marketing, transportation, technology, legal, and energy. He also has extensive experience working with government at the federal, state, and local levels as well as with many branches of the military.

In addition to his speaking engagements, J.D. is certified to teach FranklinCovey's Leadership, Trust, and 7 Habits courses.

Accomplishments

- B.A., Economics, Oklahoma State University
- Chairman, Equal Access committee in JOD-mandated Bell Systems breakup
- Director of Marketing, Southwestern Bell
- Director of Accelerated Leadership Development Program, Southwestern Bell
- Former President, Productivity Innovations
- FranklinCovey's President's Club
- FranklinCovey's Summit Award

To schedule J.D. Frailey
Call 1-888-554-1776