

CLAY CLARK

America's #1 Business Coach
Educator. Entrepreneur. Entertainer.

Clay Clark's life thus far has been nothing short of Epic. He started his first business out of his Oral Roberts University college dorm room at the age of 18. He was named the Tulsa Metro Chamber of Commerce Entrepreneur of the Year at age 20. At age 27 he was named by the Small Business Administration as "Oklahoma's Entrepreneur of the Year."

He has started numerous successful businesses, written three books, consulted with companies in nearly every industry under the sun and has committed to the "family time" necessary to create five beautiful children with his wonderful wife Vanessa. He educates, he inspires and coaches teams and businesses on the specific action steps that are required to grow.

Over the years he has been the "Entertainer," "Educator" or "Consultant" of choice for America's leading companies including: Bama Companies, Boeing, Farmers Insurance, Hewlett Packard, IBM, Maytag University, Oral Roberts University, O'Reilly Auto Parts, OxiFresh, QuikTrip, Southwest Airlines, Valspar Paint, and countless other companies and organizations that were looking to grow.

EDUCATOR / BUSINESS COACH:

Clay has worked a consultant in the following industries and more (because he's probably agreed to another consulting project that we don't know about as we are writing this): access control & ID card, advertising, apartment, appliance, auto parts, aviation, bakery, banking, brand consulting, bridal, camping, carpet cleaning, cheerleading, coffee, charity, college university, commercial real estate, construction, cosmetic surgery, dentistry, education, entertainment, event planning, fitness, franchising, furniture, gourmet desserts, general medical practice, government, haircare, insurance, leadership development, legal, life coaching, limousine, lawncare, lighting, jewelry, mail order, medical care, ministry, mortgage, neurosurgery, non-profit, paint, public schools, photography, public relations, residential real estate, retail, restaurant, search engine, security, sod farms, sports products, staffing, supplementation, technology, videography, web design & development, and more...

**THE ENTERTAINER, EDUCATOR & ENTREPRENEURIAL CONSULTANT
OF CHOICE FOR THE BRANDS YOU KNOW:**



ENTREPRENEUR:

As an entrepreneur, he has founded numerous companies including DJ Connection, which grew to become one of the nation's largest mobile entertainment companies (executing over 3,000 events per year), Elephant in the Room Men's Grooming Lounge, Epic Photography, Juliet Films & Productions, Make Your Life Epic Business Coaching, the Tulsa Bridal Association & Wedding Show, etc...

His companies and their employees are known for their enthusiasm and their relentless focus on creating sustainable and mutually beneficial relationships. His businesses have always done well as a result of his super-detailed work-flows and his focus on mentoring rather than just managing his employees.

Due to his unique ability to inspire people through his unique laugh and learn approach to business, Clay is now a much sought after national speaker, consultant and business coach. Since 1999 he has been the entertainer / educator / consultant of choice for companies both big and small including the United States Government Accountability Office, Valspar Paint, Farmers Insurance, Hewlett Packard, Oral Roberts University, Bama Companies, QuikTrip, UPS, and countless small businesses. With his witty, humorous and relevant delivery style, Clay has a unique ability to connect with today's business professionals in a memorable and impacting way. Since 1999, he has entertained, educated & inspired nearly 1,500 audiences both large and small.

CLAY CLARK:

- ▶ United States Small Business Administration Entrepreneur of the Year
- ▶ U.S. Chamber Blue Ribbon National Quality Award Winner
- ▶ Metro Chamber of Commerce Young Entrepreneur of the Year
- ▶ Member of the Journal Record's Fast 40 Club (Oklahoma's fastest growing privately held companies)
- ▶ Member of Oklahoma Magazine's "Top 40 Under 40 Club."
- ▶ Speaks teaches large groups the step-by-step process companies and individuals must implement if they want to achieve their growth goals.
- ▶ Entertainer & Educator of Choice of America's leading companies including: Bama Companies, Boeing, Farmers Insurance, Hewlett Packard, IBM, Maytag University, Oral Roberts University, O'Reilly Auto Parts, OxiFresh, QuikTrip, Southwest Airlines, Valspar Paint, and countless other companies and organizations that were looking to grow.



WHAT HIS CLIENTS ARE SAYING:

“I had the pleasure of working Mr. Clark in 2010 when I managed over 2.2 million square feet of downtown office and retail space. I can recommend him highly and without reservation. I had hired Mr. Clark to rebrand the portfolio, and to reach out to prospective tenants. Throughout the course of the campaign, Mr. Clark was a consummate professional. He conducted market research, built a web-site, and coordinated obtaining pictures, print materials, and gaining media attention with-in what I would deem record time. With-in the first week of Mr. Clark going public with the campaign, he generated hundreds of prospective tenants. Mr. Clark’s positive attitude is contagious, he is hard worker, and he is genuinely a great guy to work with. I hope that in the near future I will have the opportunity to work with Mr. Clark again.”

▶ **David Atkinson** | One Place, LLC | 120 W. 3rd Street, Tulsa, Ok 74103

“(Within 2 months) my percentage of success on calls is drastically improving by using humor (4 new contracts with 5 calls). We’ve increased our profits by \$2,800 per week (12K per month of gross income). We are above 1,100 staffing hours, we had been stuck at 700. The procedures make me feel better. We are not there yet, but we are getting close. We almost have all of our templates for client responses written. Are scripts are almost uniform. My way of thinking is changing and I am looking for ways to connect with people of influence. Our consistency is getting better. I am becoming a better manager and much more confident.”

▶ **Cory Minter** | President of Trinity Employment & Staffing | www.TrinityEmployment.com

“You certainly were the on-site leader that we needed for this calling campaign. By watching you work with these students and seeing the result, I became reassured that hiring you to do exactly what you did was the right thing to do. Your team brought in over \$120K in gifts and pledges, which may be an all-time ORU phonathon record! But I’ll have more for you later. Again, thanks for everything....and don’t drink too much Red Bull!”

▶ **Jesse D. Pisors, B.A. (1996) M.A. (2005)** | Director of Alumni & Ministerial Relations and Annual Fund | www.ORU.edu

“Hey Clay, Thanks for all your help last year, we’ve done a lot of work, reading and investing and the results are truly amazing. Our best staff ever, continuous increases and overall happiness like never before, (and yes more profitable than in years and in a down economy)! I feel like we now have entirely new understanding on the importance of culture in the workplace.

▶ **Dave Bauer** | Director of Alumni & Ministerial Relations

WHAT HIS CLIENTS ARE SAYING *CONTINUED:*

"I have come to realize that foundational sales principles work regardless of what your selling. I work at a coffee shop and my boss told me "Hey, we really need to sell more coffee beans." So I started employing the creative use of imagery, humor, phrasing and tried and true sales methods taught to me by Clay Clark and the book he recommended I read, "Soft Selling In Hard World." I made posters describing the different coffees with funny pop culture references along with legitimate consumer reviews of each coffee. I also began using designing "The 90 second close." Our store shot up to the spot of #1 in whole bean sales out of 613 stores in our entire region. Not only that, but we are averaging 5 pounds sold out of every 1 hundred customers that come into the store where as the average store in the US is averaging 1 to 1.5 pounds per every hundred customers that come in. These numbers don't lie and they just point to the fact that a proper training in sales by someone who knows what they are doing and that has a track record to prove it can make you succeed in sales in whatever business realm you find yourself in, even the coffee shop business."

▶ **Scott T., Store Manager & Barista** | Starbucks Coffee

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"You single handedly saved this event (Tulsa Sports Charity Fundraisers for Hall of Fame Basketball Coach Eddie Sutton)... He also asked if they could do a "Eddie's Worst Scowl" contest with the TV stations, and I thought he would love that... I think they are now drinking from your Cool Aid!!!"
Stephen E. Sutton

▶ **Vice President** | Public Sector / Financial Associations Portfolio Manager
1800 South Baltimore Avenue, Suite 100, Tulsa, Oklahoma

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"The attendees all left with pages and pages of takeaways. They really enjoyed the energy, and the SPECIFIC ACTION POINTS you gave everybody. You and our Accounting Presenter got top marks. You really made this year's training EPIC."

▶ **Anitra Nichols** | Maytag University

CLAY CLARK BUSINESS VENTURES IN THE NEWS:

- ▶ LIFT FOR THE LIGHTHOUSE - Source - Fox23 - Tulsa, OK
- ▶ PEANUT ALLERGY AMONG MOST DANGEROUS, AND IT'S ON THE RISE - Source - Tulsa World
- ▶ EITR Cut-A-Thon for American Cancer Society - kjr.com/dpp/news/local_news/eitr-cut-a-thon-for-american-cancer-society
- ▶ Beauty For Men - Source - Tulsa World
- ▶ New Survey Shows Small Business Thriving In Oklahoma - Source - KRMG
- ▶ WASHINGTON BRIDGES SOONER PAST AND FUTURE - Source - Tulsa World
- ▶ ESPN'S Doug Gottlieb Will Emcee Tulsa Dinner Honoring Coach Sutton - Source - Tulsa World
- ▶ Ex-OSU Coach Eddie Sutton To Be Honored At Legends Sports Dinner - Source Tulsa World
- ▶ Eddie Sutton Honored & Acy Awarded - Source - ABC Channel 8
- ▶ Clark Says He Started Out Poor, But Was Motivated To Make More Money Than the Welfare System Had To Offer (Complete Interview) - KRMG
- ▶ Business Expo Set For Today In Mount Pleasant - Source - The Post and Courier (South Carolina)
- ▶ Snow CONE FUNDRAISER TO BENEFIT NEW HOPE CAMP FOR KIDS - Source - Tulsa World
- ▶ Jenks Business Celebrates Independence Day By Giving Back To Soldiers - CBS - Channel 6
- ▶ Make Your Life Epic - Advice From Clay Clark - Source - Moultrie News - Mount Pleasant Hospital
- ▶ EITR Cut-A-Thon For American Cancer Society - Source - KJRH
- ▶ More Business Move Into Downtown Tulsa - Source - KJRH
- ▶ OneRepublic Plays Short-Notice Show On Mayo Rooftop - Source - Tulsa World
- ▶ Fears & Clark / Kanbar Plans Downtown Tulsa Entertainment District - Source - Journal Record
- ▶ Business Expo Set For Today In Mount Pleasant, South Carolina - Source - The Post & Courier
- ▶ Tulsa Wedding Mall Opens In Time For Busy Season - Source - NewsOn6
- ▶ Grow Your Business In A Recession: Advice From Clay Clark - Source - Moultrie News
- ▶ Here Come the Brides - Fears & Clark Heads Up Downtown Wedding Mall - Source - Journal Record
- ▶ Tulsa Company Plans Downtown Development In 'Deco District' - Source - Channel 6 News
- ▶ Tulsa Business To Offer One-Stop Shopping For Wedding Planning - Source - Channel 6 News
- ▶ Downtown District To Get New Name, Clay Clark Named VP of the Board - Source - Tulsa World
- ▶ Downtown Tulsa Brings New Energy To Region, Fears & Clark Initiates Action - Source - GTR Newspapers Tulsa
- ▶ New downtown entertainment district coming to Tulsa - Source - Source - Channel 2 News
- ▶ Article: Eastgate transforms from retail - Source - High Beam Research
- ▶ Tulsa Media Company Pays \$3.5 Million For Office Building - Source - Journal Record
- ▶ Borders Books Subleases To Clean Freaks of Tulsa (10 Year Lease) Source - Borders Books
- ▶ Clay Clark Honored At State Capital "Entrepreneurship Day" - Teaches SEO Course - Source - State of Oklahoma
- ▶ O'Reilly Automotive - 11th & Garnett Location - (11,500 SQ Ft. Retail Lease) - Source - O'Reilly Automotive
- ▶ Fears & Clark Realty Group / Kanbar Plans Downtown Tulsa Entertainment District - Source - The Journal Record
- ▶ Clay Clark Named U.S. SBA Entrepreneur of the Year - Source - Source - United States Small Business Administration
- ▶ Clay Clark Named U.S. Chamber of Commerce National Blue Ribbon Award Winner - Source - U.S. Chamber Magazine
- ▶ Clay Clark Named To Oklahoma's "40 Under 40 Club - Source, Oklahoma Magazine
- ▶ Clay Clark Named 2002 Tulsa Chamber "Young Entrepreneur of the Year" - Source, Tulsa Chamber of Commerce
- ▶ Clay Clark Speaks at Department of Commerce "Entrepreneurship Day" - Source, Department of Commerce
- ▶ Kanbar Rallies Efforts For Downtown Goals - Source - AllBusiness.com
- ▶ Clay Clark Running For Tulsa Mayor - Source - News On 6

