



# JOHNNIE LLOYD & ASSOCIATES

SPEAKING | CONSULTING | FACILITATION | EXECUTIVE COACHING | ACCOUNTING

## CONTACT INFORMATION

757-716-7016

johnnie@johnnielloyd.com

www.johnnielloyd.com

Corporate HHQ: VA, 22401

DBA: JB Lloyd and Associates

## PRIMARY NAICS CODES

541611, 541618, 611430, 541219,  
561499, 611710, 921130, 872100

### PSC Codes:

U001, U006, U008, R499, R799,  
R703, U001, U099

## CORPORATE PROFILE

SWaM Certification: 809561

Woman Owned Business -Self  
Certified

DUNS: 081084005

GAGE/SAM: 892M3

Structure: Limited Liability Co.

Year Incorporated: 2002

Tax Structure S - Corporation

## WHO WE ARE - CAPABILITY STATEMENT

### PURSuing GREATER: PRODUCTIVITY – ENGAGING PEOPLE WITH SUSTAINABLE PROFITABILITY

JB Lloyd and Associates founded in 2008, is a privately held, emerging small, minority, self-certified, woman owned consulting firm headquartered in Virginia. Providing expert advice, assistance, guidance, consulting, and coaching to support your purpose. We support agencies who are pursuing greater organizational and business process productivity, and profitability. We engage directly with clients to solve complex challenges that require advance knowledge and expertise to help them stand out in the competitive market. We think ahead, inspire confidence, and deliver amazing results through innovation and creativity.

As subject matter experts (SME's) we utilize our vast government, corporate, and non-profit knowledge to deliver holistic executable out of the box solutions for challenges that threaten productivity, impact people, and profitability of organization. Our management team of professionals include SME's with organizational and personal/servant leadership specialty, financial guru to build profitability and process improvements that allow better productivity. We utilize principles and build customized sustainable success opportunities that work including #1 global leadership guru John C. Maxwell, and Success Guru Napoleon Hill in our engaging programs. We thrive on the challenge to ensure all of our clients' success is capitalized to fulfill mission/vision objectives. Our mission is you, to assist with productivity that leads to process improvement implementation for greater profitability and staff communication and cohesiveness.

## OTHER TOOLS

**DISC** – Personality Assessments  
**Maxwell Leadership Assessment**  
**ACES** – Adverse Childhood Experiences Test  
**Interactive Game** - Assessments

## OTHER CERTIFICATIONS

**CGFM** – Certified Government Financial Manager designation  
**International Best Selling Author**  
**National Speakers Association** - Professional Speaker  
**John C. Maxwell** - Certified Speaker, Coach, Trainer  
**Napoleon Hill** - Certified Instructor Success Principles

## AREAS: KEY SOLUTIONS

Workforce Consulting | Executive Coaching | Accounting Services | Organizational Leadership Development | Leadership Training | Management/Business Consulting | Reorganization – Shifting Culture | Organization Structuring | Board Compliance and Governance | Sponsorship Programs | Compliance | Development | Process building for Business Productivity - Profitability | Strategic Planning | Communication | Budgeting | Keynote and Break-out  
Inspirational Speaker | Business Strategist | Business Consultant |

## PAST PERFORMANCE Leadership – Productivity – Profitability

Relevant training, consultation, speaking has included serving:  
Department of Corrections (DOC) – Leadership Vision event training

Virginia Veterans Women – training and facilitation

Nonprofit - Executive Leadership training Retreats

Executive Coaching and Consulting Clients

Federal Retirement Thrift Investment Board – Financial Training – Budget formulation and executive briefings Global Youth Initiative for John Maxwell Team; Westfall Elementary School – Columbus OH

PA Summit Australia - Personal Executive Assistant training online summit breakout session

Napoleon Hill – Success by Design retreat - Sweden

NOW Network Streaming Channel: Servant leadership and financial training – wisdom insightful interviews

## WHAT DIFFERENTIATES US

Our mantra is: “You are Fire When you are Focused” because we are known for our adaptability to customize our services to our clients unique requirements. Woman owned small business providing world class customer service. Our agile processes enable us to quickly and effectively adapt and implement our consulting, development, and training services. Trainers are SME’s in their field(s) of expertise, flexible to create and incorporate custom course content. Dedication to client success with built in accountability and tracking metrics for sustainability. We listen to understand our clients and ask great questions for clarity and innovative results. We add value to your team by providing soft skill topics seamlessly into services.

Providing facilitation and decision support services including use of critical thinking – problem solving techniques with ability to lead large and small group briefings and engaging discussion. We are customer focused; through collaborative efforts we empower help build integrated diverse teams. We are known for our character, integrity and adding world class customer valued to every project. Dedicated to client success and it is an honor to work side by side with our clients to develop a package that aligns to their overall need and strategically into the future. We are known for building and growing leaders and connectivity within organizations. We get to the root causes and collaboratively build out of box solutions that empower and position our clients for sustainable growth.