



SENIOR PROFIT & PRODUCTIVITY SPEAKER

TAREAZ PEGUES

Select Signature Presentations



Aligning Activity with Goals

Eight, 10 and 15! These are the number of weekly appointments that FAs who qualify for the top three recognition levels average. How well have you aligned your activity and goals? Learn to:

- Be a better steward of your time and talent.
- Prospect where you shop.
- Convert acquaintances into prospects or CIs.

Leveraging Relationships

Most businesses fail because of people problems. How well are you leveraging whom you know to build the practice you desire? Learn to:

- Pinpoint the real challenges in your practice.
- Identify individuals best suited to help you break through.
- Engage potential advocates in results-driven dialog.

Articulating Your Why

Ninety-five percent¹ of decision making is driven by a sense of belonging. How well do you connect emotionally with clients or candidates for hire? Learn to:

- Articulate a vision for your practice and career legacy.
- Deliver a client or candidate experience that makes you referable.
- Engage the right audience, with the right message, at the right time.

Other Popular Presentations:

Generating Leads
Managing Your Pipeline
Branding Your Practice

Gathering Assets
Scaling Your Practice
Becoming the Version of You

¹ "Create Loyal Customers For Life: Making Limbic Connections With Experiential Branding", Forbes.com, May 2, 2017.



TAREAZ PEGUES

People.
Purpose.
Processes.

When they're in sync,
businesses soar.

Senior Profit and Productivity Consultant Tareaz Pegues is the solution for insurance and financial services firms committed to creating a culture of sales, recruiting, retention and promotion success.

Tareaz built her financial advisory practice at UBS Financial Services in the '90s, largely by leading "Smart Women. Smart Investing." workshops. She has been a trusted partner to advisors, recruiters and executives at Fortune 100 insurance and financial services firms since 2003.

Tareaz researches target and cultural market trends, using the data to help clients increase sales, recruiting, retention and promotion among:

- LGBTQs
- Millennials
- Women
- African Americans
- Latinos
- Koreans
- Vietnamese
- Chinese
- South Asians

She developed the Growth & Engagement Master Class for financial advisors and recruiters. A journey of self-discovery, Tareaz's virtual coaching program helps participants address behaviors and beliefs that limit growth and sustainability. A staunch believer in the power of the right mindset, she arms participants with tools to better align daily activity with production or recruiting goals.

“Everyone has a purpose that gives their life meaning. Mine is helping others become better stewards of their talent and time.”

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“Thank you for helping us elevate our recognition conference experience! You effortlessly engaged both executive vice presidents. Similarly, the highly emotional and inspirational message that you elicited from Jerry Rice exceeded expectations.”

Vice President, Recognition Meeting Coordination
Fortune 100 Insurance Firm

Considered a “brilliant” storyteller, Tareaz is often asked to interview and distill the best practices of top performers, including five Council Presidents and former MetLife Premier Client Group spokesperson NFL Hall of Famer Jerry Rice.

Tareaz pursued her passion for great storytelling at the University of Florida, #GoGators, where she earned a B.S. in advertising. The New Orleans native is a foodie who loves experimenting in the kitchen with her two daughters.

Elevate your conference experience. Book Tareaz for keynotes, breakout sessions, moderating and interviewing.

