

Darnyelle A. Jervey

CEO at Incredible One Enterprises, LLC

Newark, DE, US

Dynamic Speaker that transforms businesses with marketing strategy

Biography

Why should you consider having Darnyelle speak to your organization? Perhaps it's because she:
*Left her 6 Figure corporate job where she progressed to VP in 3 short years to start a Mary Kay Cosmetics business where in 5 months, she was driving a Pink Cadillac *Created her first 6 figure business in just 6 months from leaving her corporate career *A Former Women's Business Center Director where she grew the program and outcomes by 70% *Sent her Pink Caddy back and had her own start up, passion-based nearly seven figure business in 36 months *Has shared the stage with some of the greats ? Lisa Nichols, Les Brown, Brian Tracy, Mark Victor Hansen, Willey Jolley, Delatorro McNeal, Suze Orman and Ali Brown ?to name a few *Is the best selling author of 7 books on topics of leadership, sales, marketing, personal branding and building strong communication skills and executive presence *Is an award winning certified business and executive coach *Has coached hundreds of private clients throughout the United States, Canada and Europe *Has helped over 92% of her clients achieve 6 figures within 9 months of working with her *Has been featured in Black Enterprise, Essence and O Magazines among countless other on and offline media outlets *Has spoken to over 500 audiences around the world including the National Urban League, National Association of Women Business Owners and many more *Launched products online that have sold tens of thousands of dollars using her online marketing systems

Availability

Keynote, Moderator, Panelist, Workshop, Host/MC, Author Appearance

Industry Expertise

Social Media, Professional Training and Coaching, Business Services, Advertising/Marketing, Women, Management Consulting, Direct Marketing

Areas of Expertise

Social Media Marketing Secrets, Brand Like A Billionaire, Next Level Networking Secrets, Magnetize Your Marketing, Woman Leadership, Market Like A Rock Star

Affiliations

International Coach Federation, Women and Minority Business, NAWBO, National Speakers Association, Women's Speaking Association

Sample Talks

Market Like a ROCK Star: 4 Simple Marketing Strategies that will ROCK Your Business Building Efforts

Marketing is the oxygen in any business. Without cutting edge marketing strategies, you won't be in business very long. In her signature interactive workshop Market Like a ROCK Star?, Darnyelle shares her top success secrets to transform you from a marketing rookie into a marketing rock star and trust me this is NOT your grandfather's marketing strategy ? its hip, fresh and PROVEN to grow ANY business. You'll discover how to create marketing systems that lead to massive business growth.

From Boring to Buzzed About: Next Level Networking Secrets to Boost Your Brand, Visibility and Business

While it's true that your network determines your net worth, most business leaders fall short because they network in a ? well, boring way. Let Darnyelle Jervy add some much needed pizzazz to your networking savvy through her special presentation entitled From Boring to Buzzed About?, where you will learn how to develop a personal and professional brand progression strategy that leverages branding, networking, and building a team ? both online and offline. Instead of being the wallflower no one remembers after a business event, influential people will now be asking ?When can I work you?!?

Success Starts with the Incredible Leader in You

One of Darnyelle's most dynamic and most requested presentations. In this presentation, your team will learn Darnyelle's 7 simple steps to Unleashing the Incredible in life and trust us, success will be eminent. Your team will be excited, enthusiastic, focused and proud to be a part of such a dynamic organization. Darnyelle uses her highly interactive style to educate, entertain and empower your team so that they unleash their personal power and cause your company's service levels to thrive.

Mindset for Success: the Internal Keys that Lead to External Success

95% of everything is your attitude and/or mindset. Only 5 % of life and business success is skill. Most people have a desire to achieve at levels that are very high yet they stop themselves in their tracks because their mindset is not allowing them to achieve. In this very transformational workshop, Darnyelle shares how to win the inner game of goal achievement by connecting their "heart-set" to their mindset by first understanding FEAR, self-limiting or sabotaging beliefs, EGO and more.

Brand Like a Billionaire

The fact of the matter is that YOU are your brand and unless you learn effective strategies to position and leverage your brand you won't be able to stand out and build a thriving practice in today's marketplace. Branding is how you get known, marketing is how you get found, sales is how you get paid and operations is how you build a business. In this interactive presentation, Darnyelle combines marketing and branding strategies to help participants differentiate themselves so that they can build a thriving practice. Through introducing your leaders to her Incredible Factor Brand Acceleration System ®, Darnyelle will walk your leaders step by step through the core tenets of authentic personal branding that creates clients, connections and cash.

Event Appearances

Market Like a ROCK Star
Delaware Valley Chamber

From Passion to Profit
The Winner's Summit

From Boring to Bodacious
Women into Networking

Mindset for Success
Lia Sophia Regional Rally

Success Starts with the Incredible in You
YWCA Staff Retreat

Mindset for Success
DEDO Grass Roots

Mindset for Success
Black Business Expo

Market Like a ROCK Star
Event-Solutions 2014

Market Like a ROCK Star
Get Radical Women's Conference

Unleash Your Inner Passionista
Virginia Women's Business Conference

Market Like a ROCK Star
Virginia Women's Business Conference

Education

University of Delaware
Bachelor of Arts English

Goldey Beacom College
MBA Marketing

Accomplishments

Published Author

In 2008, Ms. Jervey became a published author for the first time. To date, she has written and published five books.

Number 1 Sales Director

In June 2006, Ms. Jervey was recognized as the top sales director in her national area and state.

Most Improved Sales Director

In Jan 2005, Ms. Jervey was recognized as the most improved sales director in Delaware with over 300% growth in her sales unit.

Black Enterprise Magazine

Featured in the January 2010 issue of Black Enterprise Magazine

Delaware Today Women in Business

Recognized as one of Delaware's top women in 2009

Small Business Champion

Recognized as a 2013 Top 100 Small Business Champion.

Coach/Mentor of the Year

Stiletto Woman Media recognized Jervey as the Coach/Mentor of the Year in 2012.

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