It's time for the ... Question of the Day



Who came here expecting a lot of substance, depth and expertise from Jeff Black?

My Proudest Evaluation Ever!

"At the beginning, Jeff Black was nothing but pure entertainment, but near the end of his session, I realized he actually does have a little substance."

- Past Black Sheep Participant



Or Perhaps This One!

"You're funny! Could you come and perform at my child's birthday party this weekend?"

- Past Black Sheep Participant



"Jeff, you're so convincing that I think you could run a Ponzi scheme."

- Past Black Sheep Participant

LEADING OUR COMMUNITIES IN A POST-PANDEMIC WORLD

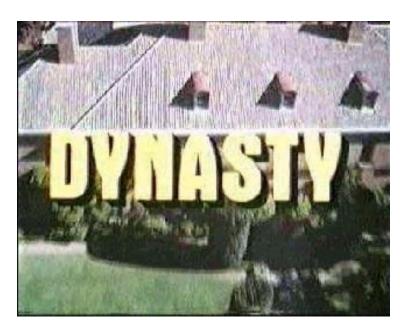


SOUTH CAROLINA
ASSOCIATION OF COUNTIES

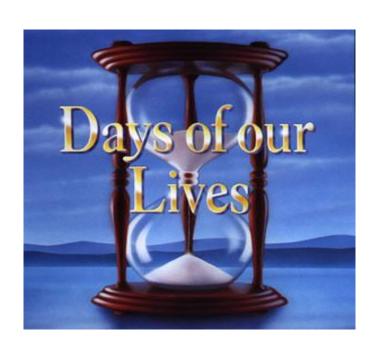
SC Association of Counties
Annual Conference
August 3, 2021

BlackSheep

My Life Was a Soap Opera, Literally...







"The BP of Hollywood"

And Now I Get to Work with \Longrightarrow

Johnny Wright
Paul Cain
Roy Costner
Steve Willis
Dwight Stewart











Former TV Anchor in Birmingham Current TV Lottery Host in SC















Black Sheep Clients



















Leading our Communities in a Post-Pandemic World

- Communicate differently going forward
- Deliver services as if your community's brand depends on it
- Listen to the "Good People"



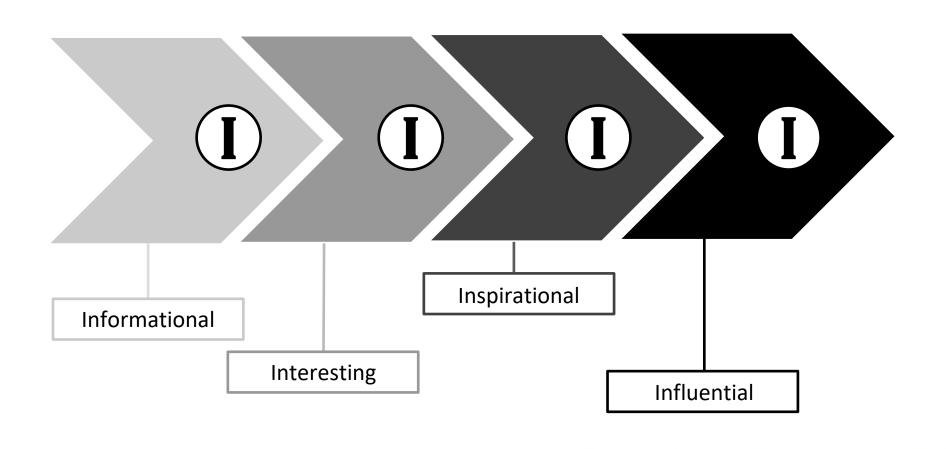
What have you learned from the pandemic about communications to our citizens?







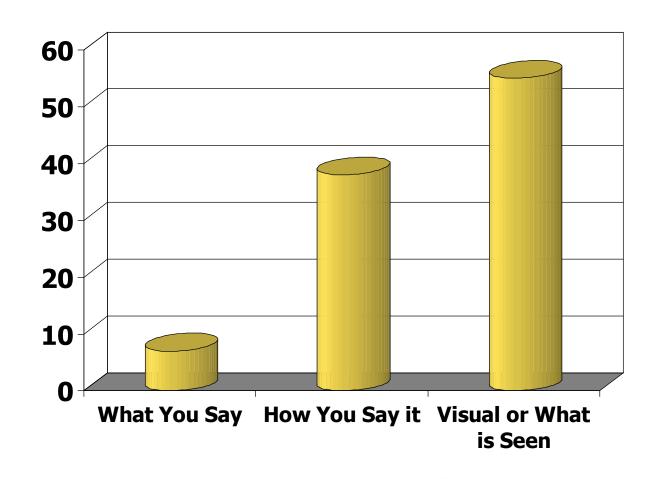
Where Are You On The "I" Spectrum?



"People will forget what you said, people will forget what you did, but people will never forget how you made them feel."



The Impact You Have on Your Community



Tips for Virtual Conversations

- Set the "stage"
- Good lighting
- Be at eye level of camera





Deliver services as if your community's brand depends on it

What's changed since the pandemic?





Walmart







Listen to the "Good People"





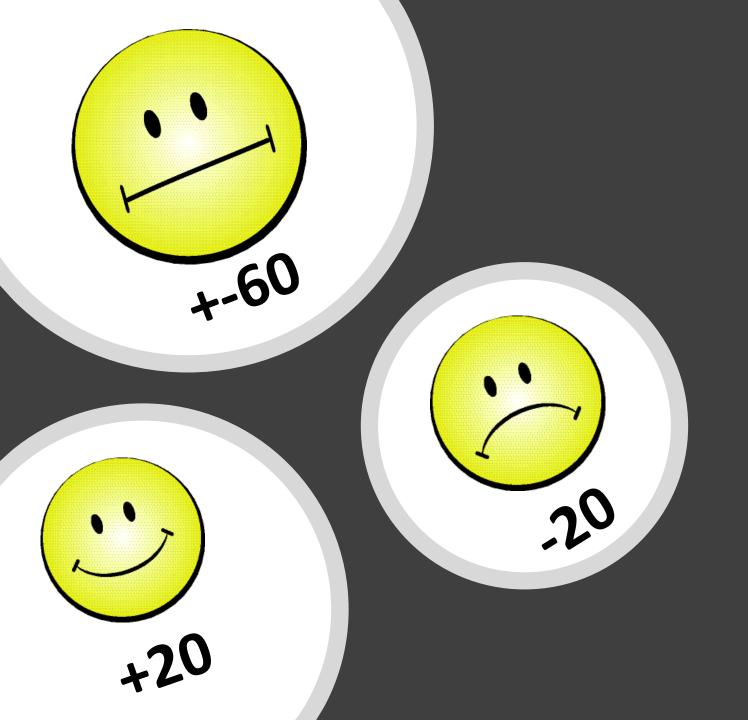


How many of you work with "difficult people?"

C.A.V.E. Organization

Where are you investing your leadership energy in the community?

The 20/60/20 Rule of Leadership



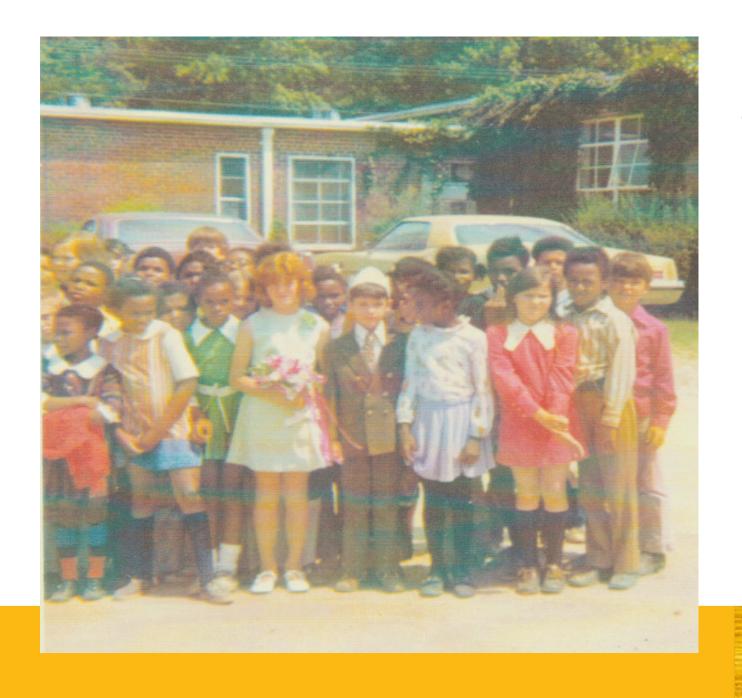
20/60/20 Rule of Leadership

Which "group" gets your ear?

Listen to the "Good People"



An Unsung Hero Who Changed American History -*Annie Gibson* **Summerton, SC**



The "Good People"
Make a Difference for
All of Us

The First Grade Class
That Made History
Clarendon County, SC

Go Forth and Unleash Your Best Self!

Jeff@BlackSheepUnleashed.com BlackSheepUnleashed.com

Connect with Jeff Black



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