

## Have a specific conference or meeting theme?

Tammy can create and tailor  
a specific presentation that is  
unique to your audience.

*Tammy*  
RIMES  
CONSULTING

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Keynote Speaker, Author,  
Business & Government Consultant



### Drives High Performing Teams to Succeed

Motivating a team takes different strategies. Tammy has led high performing teams across the government, corporate and entrepreneurial worlds unveil the difference between leadership and management and when to use the right style. Discover how each member might have a different agenda, yet with the right leadership, any team can ride to cross the finish line together.

### Gets the most Stalwart Audiences Learning and Laughing

Speaking at entrepreneurial and government conventions across the nation, Tammy gets even the toughest crowd-listening and enjoying the ride. She uses real life examples and interesting scenarios that resonate with her audience. Even the toughest managers quickly assess that she truly knows what she is talking about and she is routinely one of the top-rated speakers!



*"Tammy was a great speaker, she kept everyone engaged. Clear, easy to follow and great ideas for making our mark in our jobs."*

– NATIONAL CONTRACT MANAGEMENT ASSOCIATION

### Government work?

**Yep, She has been there...done that!**

Hearing a speaker who has actually lived the life of a government employee is more compelling than someone who can imagine what it is like to sit in that chair. Serving as the Emergency Logistics Chief during the Witch Creek Fires and Mt. Soledad landslide, the Purchasing Agent for the nation's 9th largest city, and involved in major policy changes throughout her government career, Tammy is quick with relevant stories, passion and energy that has her audience hanging on every word.

### Both Sides of the Table?

As a Purchasing Agent, Tammy has heard every sales presentation imaginable...and knows what works, and what doesn't. With a corporate background, she understands what it is like to sit across the table facing a buyer. She works with companies – big and small – to unveil the maze of public purchasing and what it takes to land a contract. It is possible to be successful in this onerous system, and she can show the way!

### A Small Biz Owner Who Thinks Big and Shares How to Think Bigger

In case you think she only knows one topic (government!), she also owns a very successful winery – Hacienda de las Rosas. Voted as one of the top San Diego wineries in 2015, her family winery has been featured in *USA Today*, *San Diego Union-Tribune* and won the San Diego Chamber of Commerce "Small Business of the Year in Marketing award." Author of *"Drink Fine Wine...Ride Fine Horses—Leading the Life of Your Dreams,"* Tammy's message resonates with any audience to think big, dream bigger!

## MOST REQUESTED

# KEYNOTES

### Live the Life of Your Dreams – Why Not You? Why Not Now?

Too many people today are frustrated with their current life. Tammy shakes up her audience with the recognition that no matter what you are doing in life—TODAY is the perfect day to start living your dream life. Sometimes dreams come in overalls, and she unveils how to start – while working the day job! Based upon her best-selling book, “Drink Fine Wine...Ride Fine Horses – Leading the Life of Your Dreams!”

**GREAT FOR:** *Motivational Keynotes, Women Business Owners or Entrepreneurs*

### Alligator Presentations: How to have a big smile – and tough skin – to present to a tough audience

Giving a presentation is hard. And even harder when facing a tough audience, like a City Council or Board. This session will share the skills to organize your presentation, tell the “story” of your proposal, face the tough questions, and get the approval or votes that are needed. No one teaches you how to present in this way...learn from someone who has faced some tough audiences and survived to share her insights!

**GREAT FOR:** *Government or Non-Profit Managers*

### Shades of Grey: Passion in Government?

Suspense, intrigue and passion in government? You bet there is. Grey brings out the “red” in most public employees. With most of our rules in black and white, grey is what happens when the situation falls outside the written law. When does common sense take over? When is a decision a good one in a political landscape where there is no clear cut answer? Discover how you can save the organization from its own escapades, and still follow the rules!

**GREAT FOR:** *Purchasing and Finance teams*

### 5 Steps to Propel Sales, Push Profits and Put More Fun in Your Life!

Are you maximizing all your sales opportunities? If not, why not? As a former Purchasing Agent for the nation’s 9th largest City and in sales most of her life, Tammy will share profit creating strategies and how to plan for inevitable setbacks. Building relationships is key, but there are tips of the trade to make you stand out in the field. Using communication skills and a bit of fun, Tammy shares how to be a world-class closer.

**GREAT FOR:** *Corporate and Government Sales Teams*

### How to Give a Dazzling Performance: Become the MVP of Your Organization

Would you win an “Oscar” for your performance? Learn how to create a brand and market yourself - you need to start “tooting your own horn!” Tammy will unveil creative ways to “sell” the value of you and your department and take a more active role in marketing your worth, expertise and contributions. Strive to be MVP for your organization!

**GREAT FOR:** *Government or Corporate Employee Groups*

### Navigate the Maze of Local Government

Trying to win a government contract can be daunting, and it’s a huge potential client who cannot be ignored. As a former Purchasing Agent, Tammy can help you understand the differences among the local government markets; assess the various procurement methods; reveal when the fiscal year can work in your favor; discover how to present to a government buyer; learn when you should protest or ask for a debrief session; and create a 2015 marketing strategy that includes government clients.

**GREAT FOR:** *Companies with Government Sales Teams*

*“The seminar was a great success and you were the reason for it. We have had tremendous responses from the attendees!”*

– ARIZONA COPPER STATE NATIONAL INSTITUTE OF GOVERNMENT PURCHASING

## STRATEGIES

## Perfect Fit for Women, Sales Representatives, Municipal Government or Entrepreneurs

Want a speaker who has actually worked in the real world... instead of just talking about it? As the owner of a family business, former Purchasing Agent of the 9th largest City in the nation who purchased over \$1B (yes, B!) in commodities and services, and was a high-performing sales rep in several Fortune 1000 US companies, Tammy has the unique perspective of working in all three worlds - entrepreneur, government and corporate. Her relevant stories, passion and energy get her audience hanging on to every word and entertaining message unveils real-world strategies that work. This is a not a Speaker who just talks the talk... she actually has walked the tough world of business and came out on top!



## Drink Fine Wine.. Ride Fine Horses

### *Leading the Life of Your Dreams*

This book is a practical, no-nonsense guide to identifying, planning and living your ideal life. Filled with motivational stories and real-world setbacks, Tammy shares exactly how to dust ourselves off and get back on the horse in order to ride into the reality of happiness.

Eschewing negativity and “neigh sayers,” this book shows you step-by-step how to take the reins of your own life. It’s all about recognizing that it’s never too late to start the life of your dreams.

*Available on Amazon.com in Kindle or hard copy.*

## Recent Conferences & Presentations:

Accounting & Finance Women’s Alliance	National Association of Educational Procurement
Arizona NIGP Cooper State Keynote	
California Association of Public Purchasing Officials	National Contract Management Association
Connected Women of Influence	National Purchasing Institute Keynote
Foundation of California Community Colleges	Northern Texas Regional Procurement
GFX – Government Fleet Expo	Orange County CAPPO Meeting
Government Purchasing Association of Georgia	Pacific Beach Women’s Club keynote
Lone Star Public Purchasing Association	Rancho Sante Fe Women in Business
Massachusetts Consortium of Higher Education	Rocky Mountain NIGP Conference Keynote
Municipal Management Association of Southern California	SCORE San Diego and Orange County
Motor & Equipment Manufacturers Association	State of New York NIGP Conference
	Virginia State Purchasing Association
	Washington State NIGP Regional Keynote

*“I can’t begin to tell you how much the attendees LOVED Tammy Rimes and her sessions. I have received several emails telling me how much they enjoyed her presentations and are already asking me when she can come back.”*

– MICHIGAN PUBLIC PURCHASING  
OFFICERS ASSOCIATION



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