



# SPEAKER ENDORSEMENTS



## **MARK C. PERNA**

*Acclaimed Keynote Speaker  
Generational Expert  
Bestselling Author  
National Thought Leader  
CEO, TFS Results*

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## PRESENTER BIOGRAPHY



**MARK C. PERNA** is the founder and CEO of TFS Results, a full-service strategic consulting firm at the forefront of the national paradigm shift in education and workforce development. As an international generational expert, Mark has devoted his career to empowering educators and employers to unleash the tremendous potential of today's young people.

Mark founded the Education with Purpose & Employment with Passion movement to help communities connect the pipelines between education, business, and economic development. Mark serves on the Advisory Council for the Coalition for Career Development and is a member of the International Economic Development Council, both in Washington, DC. His work has helped countless parents, educators, employers, and national organizations across North America to engage with the younger generations more effectively.

Mark today delivers over 80 in-person and virtual keynote speeches annually at national and statewide events, where he frequently brings audiences to their feet. He's also spoken at Harvard University by special invitation. At TFS Results, Mark's team of talented professionals share his vision of helping organizations of all sizes experience significant gains in recruitment, engagement, retention, and performance.

Mark is a weekly contributor at Forbes.com, where his work reaches an audience of over 4 million. He interviews frequently on radio shows, television, and podcasts, and his library of episodes on *The Perna Syndicate* podcast reaches listeners in more than 70 countries. His multi-award-winning bestseller, *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*, was written to help educators, employers, and parents understand and motivate the millennial and Z generations. Find out more at [MarkCPerna.com](http://MarkCPerna.com).

## MARK IS ENDORSED BY THE FOLLOWING INDIVIDUALS:

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## EVENT ORGANIZERS

**Sally Harrison, President & CEO at Mesa Chamber of Commerce and President of Mesa Industry & Defense Council:** “For 2 fantastic hours, Mark Perna riveted our audience of business owners, corporations, community leaders, economic development, and educators. His message of truly connecting our pipelines was substantive, funny, and full of actionable strategies that people are still talking about. The keynote ended in an enthusiastic standing ovation, but the impact Mark made isn’t over. What an incredible experience!”



**Tim Payne, Superintendent at Ephrata School District:** “Words can’t express the universal impact Mark Perna had on our entire community. He inspired literally everyone—from middle and high school students to our K-12 staff, community stakeholders, and state representative—to expand, and in some instances change, our thinking about education, careers, and what we can accomplish together. I’ve never witnessed such a collective mind shift. For the first time, every stakeholder is aligned on common ground and excited to move toward a stronger future!”

**Nathan Ohle, President & CEO at International Economic Development Council (IEDC):** “Mark led our opening plenary with an incredibly impactful message that set the tone for the rest of our conference. His insights into the ‘Why Generation’ really resonated with our audience of economic developers, spurring productive and ongoing discussions. We need to foster economic opportunity in our communities and drive top talent to regions of all sizes—and Mark’s strategies were laser-focused on those outcomes. The energy, excitement and passion Mark brought have changed the conversation.”



**Amy Christianson, Chief, Member Services at California School Boards Association:** “Our audience of school board trustees and superintendents was amused, entertained, and inspired by the power of Mark Perna’s keynote speech at our annual conference. Creating meaningful, productive, cross-generational relationships is key to teaching, learning, and governance, and lies at the heart of what we do as educators. Mark’s compelling presentation on unleashing the potential of Gen Z resonated with our members and provided a roadmap for leaders in schools districts and county offices of education across the state.”

**Cassandra M. Vanhooser, Director, Economic Development & Tourism at Talbot County, MD:** “MARK PERNA IS DYNAMITE! His message was transformative and impactful for our wide range of attendees, including CEOs, educators, nonprofit leaders, HR directors, and more who raved about Mark’s presentation. He has helped us reach across boundaries and engage the entire community to truly start shifting our paradigm. Mark’s energy and progressive ideas are EXACTLY WHAT WE NEED to meet the challenges of modern economic development.”





## EVENT ORGANIZERS (CONT.)



**Dr. Janet Pope, Executive Director, Louisiana School Boards Association:** "Mark's dynamic message was exactly what we were looking for to kick off our 86th annual convention! He not only conveyed valuable knowledge and expertise, but also inspired and engaged our members with his personal stories and experiences. His ability to connect with the audience on both a professional and relatable level was truly remarkable and will make a powerful impact as we move forward. Mark's positivity is contagious and set the tone for our best convention experience ever!"

**Kim Barkdoll, Director of HR Operations at Mosaic | PHR, SHRM-CP, Employee Relations:**

"Mark Perna's presentation was spot on for our organization! His real-life, action-oriented strategies have already impacted our mindset and how we connect with employees. One of our goals is to support the holistic development of leaders, this provided takeaways to apply with their family, friends, and community. This was a zero-fluff, high-value experience—Mark delivered real substance and everyone in attendance was fully engaged in what he had to say. Our time with Mark was 100% worth every minute!"



**Monty Sabin, Superintendent at Moses Lake School District:** "Mark Perna fired up our entire district, including classified staff, with a powerful message of human connection and generational insight. The feedback on his presentation has been 100% positive, with every staff member walking away inspired both personally and professionally. Mark delivers highly engaging professional development with actionable strategies that everyone can start implementing right away. We highly recommend Mark for any organization that needs to re-inspire all staff with a vision for real change!"

**Dana Schon, Professional Learning Director at School Administrators of Iowa:**

"In his opening keynote, Mark Perna engaged and provoked the thinking of our audience at our School Administrators of Iowa Annual Conference. His fast-paced delivery included research specific to the needs of this generation of students, relevant personal stories, and an introduction to pathways toward career readiness. Attendees have followed up with me to remark on the powerful impression he made and their plans to incorporate his ideas into their strategic planning moving forward. Mark's passion, energy, and enthusiasm coupled with the substance of his message set the stage for the conference experience we want for our members."



**Kim Kirby, Vice Chancellor at Phillips Community College of the University of Arkansas:** "Mark Perna unflinchingly delivered the powerful truths we needed to hear in this pivotal moment. It was a wake-up call for everyone in attendance—from educators and employers to economic developers and community leaders. Now it's time to wake up our community to everything our youth can accomplish when we empower their journey. This is just the beginning of our ongoing paradigm shift!"



## EVENT ORGANIZERS (CONT.)

**Dr. Dawn Bridges, Executive Director, Suburban School Superintendents:**

"At our national conference of K-12 superintendents, Mark Perna shared a stirring keynote on not just why we urgently need to shift the K-12 school paradigm, but also how to effect that change. His message laid the groundwork for further productive dialogue around how education must adapt and move forward to connect the dots for our younger generations. Mark's passion for understanding Gen Z was a rallying call for all of us to learn, reflect, and build a stronger future—together!"



**Jeffrey Elstad, Superintendent at Owatonna Public Schools:** "Mark Perna is one of the best speakers our staff has ever heard. He inspired all of us to think about how to move away from what "has always been done" to transforming our teaching and learning for our current and future generations. Mark's powerful message around unleashing students' purpose, passion and performance will continue to drive our work in career pathways in the Owatonna Public Schools."

**Rachel Kreikemeier, Executive Director at Gage Area Growth Enterprise (NGage):**

"Mark Perna's keynote was game changing for our community! In my work with businesses, employers, community leaders, and educators across Gage County, I constantly hear the same things: We need more skilled people, how can we educate and train the next generation, and what will keep our youth here? Mark's presentation hit all these nails on the head and gave the change-makers in our community the tools and motivation to take the next step toward achieving our goals. We are inspired!"



**Dr. Ashlee Spannagel, Dean of CTE & Workforce Development at Southeastern Community College:** "Mark Perna brought not just dynamic presence, but also real substance to the pressing questions we are facing as a community college. Many staff stated that this was the best professional development we have ever had. With his vision of human connection and competitive advantage, Mark lit a fire among our campus community. This was the inspiration we needed to move forward in a fast-changing landscape!"

**Della Schmidt, Greater Burlington Partnership President and CEO:** "We had the pleasure of welcoming Mark Perna as our keynote speaker at a county-wide, four-school district Professional Development workshop for teachers. The day prior Mark spoke at a parents' night event and also to the entire staff at the local community college. Mark lit a fire of inspiration that we are taking full advantage of to catapult local student career exploration efforts. I have often referred to Mark as the "evangelist of education"—he is a dynamic, passionate, compelling speaker and trainer. Do not hesitate to book him—do it now! He will make you look brilliant."





## EVENT ORGANIZERS (CONT.)



**Carrie Amann, Executive Director at Pennsylvania Workforce Development**

**Association (PWDA):** "Every year we work hard to bring in the best workforce thought leaders to keynote at the PWDA Annual Conference. This year, Mark Perna blew our expectations out of the water with his energetic style and timely message. Mark's passionate keynote was perfect to follow the Governor of PA's speech at the conference. He connected instantly with the audience as he delivered valuable strategies that they can implement in both their professional and personal lives. We recommend Mark as a dynamic, personable, and genuine speaker who keeps his audience riveted with truly actionable content."

**Collin Callaway, Senior Policy Director at Arkansas Community Colleges:**

"Mark Perna brought our audience to their feet with his energetic, engaging, and inspiring message! His insights will help us move forward effectively in a changing world. Mark knows how to bring the heat and challenge every participant to forge a genuine human connection with the young people we serve. Our audience left with valuable tools they can start using immediately to improve their day-to-day interactions and outcomes, and the feedback has been amazing. Thanks, Mark!"



**Tait Strand, Executive Director of Central Wisconsin Manufacturing Alliance:**

"When we brought Mark in to address our huge regional audience of business, industry, education and community leaders, we knew he would light up the room. But we didn't realize just how actionable and inspiring his message would be. Mark's message absolutely hit the sweet spot for our diverse audience. It was relevant, exciting, and empowering for everyone in attendance, and we've been flooded with positive feedback. Throughout the entire process, from planning through execution, Mark and his team were remarkably proactive and easy to work with. In short, Mark's dynamic vision couldn't have come at a better time and we're thrilled with the impact he has made here."

**Cathy LeCompte, Past President & Event Organizer at Alaska ACTE:** "Mark Perna's high-powered keynote was the capstone of our statewide conference! Afterward Mark led a frank and candid VIP discussion about where the world has changed and how we take action as communities—as well as how we move forward as a state. We had leaders and influencers in attendance who now feel the urgency to bring this message to the capital for legislators and the governor to take action. With the powerful momentum Mark has helped create, we will accomplish great things."



**Kristie Young, Vice President Economic Development, Greater Beaumont Chamber:**

"Mark is by far one of the best speakers we have had in Beaumont, TX! He is an event planner's dream—he comes very prepared, and setup is a breeze. Mark's message resonated with our educators, business professionals and community leaders. Thank you for motivating and inspiring our audience members. Our community is ready to connect the dots and put Mark's wisdom into action!"

## AUDIENCE MEMBERS

*(Additional testimonials available upon request.)*

"Mark Perna delivered an incredible message that brought our education and employment systems together in a way I've never seen before. We all have a vital role to play in the economic viability of our community—and now, we feel equipped to play it. With Mark's ongoing involvement, **WE'RE ALREADY TAKING THE NEXT STEPS TO TRANSFORM THE WAY OUR COMMUNITY THINKS** about education and careers. Thank you, Mark!" - *Cody Snider, Market President at Stuttgart Cadence Bank and CEO of Stuttgart Unlimited*

"Your presentation is the **BEST I'VE EVER HEARD** and this is my 40th year in education!" - *Caroline Bloxom, High School Principal/County CTE Supervisor*

"Mark Perna doesn't just talk about changing the landscape of education. **HE PROVIDES A SPECIFIC ACTION PLAN** educators can use to harness student motivation and keep students moving toward their career goals." - *Rhonda Rhodes, Principal at Greenville County Schools*

"If you are looking for insight on connecting with Gen Z, **THIS IS A MUST-SEE EVENT!**" - *Craig Harthoorn, President at H&S Manufacturing Co., Inc.*

"Engaging and inspiring. Starting year 33 as an educator and I'm **MORE FIRED UP FOR THE START OF THIS YEAR** than I have been for the past several years." - *Sue Lasky, Principal at Morgan Elementary*

"The depth and breadth of this presentation can only be called heart. It is **BLOOD-PUMPING ADRENALINE.**" - *Grover Welch, Instructional Facilitator, Newport Special School District*

"You brought me to tears. These were the **MOST MOTIVATING WORDS I'VE EVER HEARD!** Life changing!" - *Laurence Beliel, Director of Business Retention & Expansion at Ponca City Development*

"**THIS INFORMATION APPLIES TO EVERYONE**, regardless of your role in students' lives. This presentation was motivating and energizing. This will benefit our entire school district." - *Trevor Hoss, Supervisor of CTE at Bedford County Public Schools*

"Mark was able to connect a lot of the thoughts and ideas that most people are trying to figure out. **NOT JUST MOTIVATIONAL, PROVIDES ACTUAL SOLUTIONS.**" - *Matt Huber, Business & Community Development Manager at Liberty (Utilities)*

"Outstanding presentation. 17 years of teaching and no one has ever delivered a more **MEANINGFUL AND VALUABLE SET OF STRATEGIES.**" - *Jody Kessinger, Biology Teacher*

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## AUDIENCE MEMBERS (CONT.)

"Energetic way to see the other side of the 'entitled and lazy' generation. New perspectives are gained in a **FUN AND HUMOROUS PACKAGE!**" - Misty Hiltabidel, Workforce Development Specialist at Fay-Penn Economic Development Council

"Inspiring, thought provoking and transformational! **I CANNOT WAIT TO TAKE THIS KNOWLEDGE** and implement with my teachers and students!" - Annie Smith, PK-12 Principal, Paton Churdan Community Schools

"Amazing, enlightening and **FULL OF VALUABLE INFORMATION** to help you become a better leader and teacher." - Anthony Brooke, Activities Director at MSBSD

"Not only was this useful to me as an educator, but it will serve as a tool to help me work with my 17 year old who is stuck and perplexed about her future. **I NOW HAVE A CLEAR PATH** to help her with goal setting and future planning." - Wanda Coates, Principal at S. Christa McAuliffe Elementary

"**THE REAL ANSWERS** to your workforce/manpower questions!" - Pamela Wise, Program Analyst at Workforce Solutions Southeast Texas

"Everything Mark shared today applies to my family and to my teaching. **MARK OPENED MY EYES.** I will be more considerate of what my children and students need." - Elizabeth Orozco, Kindergarten Teacher, Mission View Elementary

"**INSPIRING AND WORTH LISTENING** for teaching staff and kids! Prepare for a ride that makes you nod your head repeatedly as items resound with you, chuckle and laugh and through it...the intensity to MAKE the difference needed now." - Jennifer Knight, Secondary Principal (6-12), Earlham Community School District

"Practical solutions to perceived impenetrable problems...thanks for the **BREATH OF FRESH AIR!**" - Tonya Ramey, High School Director

"A must-see, the **ENERGY I HAVE AFTER TODAY TO CONNECT AND INTERACT WITH TEENS** is off the charts." - Penny Mayo, School Nurse, Moses Lake School District

"Very motivating and re-energizing! Gave **GREAT HOPE FOR THE FUTURE OF EDUCATION.**" - Nicole Richardson, Counselor at Cadillac Innovation High School

"This was by far the best experience and best motivational speaker I have ever seen. I would describe it as the **ONE AND ONLY PRESENTATION THAT IS ABSOLUTELY ESSENTIAL FOR ALL EDUCATORS** to see."  
- Abigail Wright, Behavior Interventionist at Fort Madison Community School District

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## AUDIENCE MEMBERS (CONT.)

"I really was **READY TO QUIT TEACHING**. I've been struggling with this for two years now. This entire presentation made me realize that I absolutely can't. That I must stay to connect with our young people."  
- Taylor Kane, Teacher, Clarksville Montgomery County Schools

"Fabulous message crafted to **ENGAGE COMMUNITY LEADERSHIP, EDUCATORS AND PARENTS** in a call to action to support career readiness for youth and adults!" - Christy Hawkins, Dean of Workforce Services at Piedmont Virginia Community College

"Life changing! I leave with a new paradigm for engaging students plus strategies for connecting with them on the first day. **MAHALO FOR MAKING A DIFFERENCE** in the lives of teachers and their students."  
- Derek Otsuji, Assistant Professor at Honolulu Community College

"If you are a human being, the content Mark provides will be **RELEVANT AND ENERGIZING TO YOUR LIFE.**" - Emily Geray, Program Director at MENTOR Minnesota

**WATCH MARK IN ACTION**  
[YouTube.com/@markpernaspeaker](https://www.youtube.com/@markpernaspeaker)

