

Tim Tivis

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WORK EXPERIENCE

TEXAS TECH UNIVERSITY, RAWLS COLLEGE OF BUSINESS, Lubbock, TX

Instructor, August 2019 - Present

- Teaching two masters level classes (BA5301, BA5359) and one undergraduate course (MKT 4350) on business essentials and business development focusing on the basic elements of starting a business and building successful relationships through interpersonal communication and selling skills development.

PINNACLE TRAINING GROUP, L.L.C., Lubbock, TX

Owner, founder, January 2004 - Present

- Training and consulting services with emphasis in sales, business relationship development, team performance and leadership. Successfully worked with multiple business enterprises, medical and educational facilities and financial institutions.

FINANCIAL SERVICES REPRESENTATIVE, Lubbock, TX

Sales Consultant /Trainer, March 1985 - Present

- Sales of financial service products including insurance and investments representing multiple companies.
- Development and implementation of sales and client building training modules for financial services representatives for multiple financial services companies.

EDUCATION

TEXAS TECH UNIVERSITY

Lubbock, TX

B.B.A. Marketing/Management (August 1984)

TEXAS TECH UNIVERSITY

Lubbock, TX

B.B.A Business Administration - Finance (August 1984)

ADDITIONAL SKILLS

- Original content development: Developed over twenty training modules, six video series, three books and written articles for Texas Independent Banker Magazine and The Entrepreneur Exchange.
- Excellent motivational and communication skills in both in-person, webinar and written presentations.
- Public speaking: Key-note speaker for various organization events.
- Entrepreneurial skills: Developed software program to update and store important personal information.

CREDENTIALS

- Rookie of the Year, Southwest Agency, Prudential Insurance Company, 1984
- Top Sales Conference Qualifier for Prudential, MassMutual and American General Securities, Inc.
- President General Agent and Managers Association of West Texas.
- Accredited Estate and Financial Planner from the National Institute for Estate Planning.

REFERENCES

JEFF MERCER, PHD, Senior Associate Dean & Centennial Bank Chair in Finance,

Rawls College of Business Texas Tech University

806-834-3365 - jeffery.mercer@ttu.edu - Colleague - Texas Tech School of Banking

RON BUTLER, Chairman and CEO First Financial Bank, N.A. Abilene Region

Office: 325-627-7045 - rbutler@ffin.com - Client - Friend