

# CHAKISSE NEWTON

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Chakisse Newton is an award-winning speaker, strategist and consultant, and president of Cardinal Consulting. Since 2006 she has specialized in helping organizations build relationships, build brands, and build business. She is a dynamic and engaging presenter, known for her communication and influencing skills and ability to teach practical techniques to improve both business and personal performance.

She has experience both in the executive office and in the field. For more than 20 years, Chakisse led a variety of local, national, and global sales and marketing efforts. Her industry experience includes small business management, healthcare, high-technology and software, nonprofits, higher education, franchising, accounting and law. She has seen first hand how world-class organizations grow, innovate, and interact with clients. Her experience in both sales and marketing allows her to quickly identify problems, tweak strategies, and improve execution to achieve desired business outcomes.

Based in Columbia, South Carolina, Cardinal Consulting provides consulting and strategy services, coaching, keynotes and workshops. Clients include everyone from chambers of commerce and associations, to local nonprofits and small businesses, to global organizations like Walmart and Microsoft. She has served as faculty for the Institute for Organization Management since 2013. Her IOM courses include Customer Service, Strategic Communications, Managing Upward, Marketing Strategies, and Art of Persuasion and Negotiation. Learn more at [www.cardinalconsulting.net](http://www.cardinalconsulting.net) where you can sign up for her newsletter to receive more practical tips on influence and persuasion.