



Gerald Paulsen

Gerald Paulsen, U.S. Army Veteran and Retired Law Enforcement, has been an entrepreneur in the corporate world for over 29 years. Founding Paulsen Productions, Inc. in 1994, he has grown his professional development business into an international corporation with locations in the U.S., Brazil, China, and Guam. Paulsen Productions underwent a major brand transformation in 2023 and is now known as The Paulsen Group, Inc., boasting 4 divisions: Presentation Skills Dynamics™, Motivation ConceptsSM, Education ImpressionsSM, and Guam Business Discovery. He currently owns two trademarks and 21 service marks for his products and services.

Since the beginning Jerry has worked with companies, organizations, and agencies of all sizes, from start-ups to Fortune 5 companies, coaching and consulting over 250,000 business professionals and over 1,000,000 young people in over 200 cities and 26 countries.

A published author, Jerry is an internationally recognized expert in the field of communication and professional development across the United States and abroad. Jerry assists companies to grow and prosper through the company's unique approach and a methodology that is copyrighted with the U.S. Library of Congress. Jerry and his staff consult, coach and work with business professionals at all levels – from new hire to CEO.

The Paulsen Group is a proud veteran owned small business (VOSB), and a recognized voice in the veteran's business community. Jerry has co-authored publications related to government contracting and has been a featured Subject Matter Expert both on TV and radio on issues of interpersonal communication and business development, both within, and external to, the Veteran community. Jerry is also a regular featured contributor to the Guam Veterans Magazine.

As a subject matter expert, he has keynoted and presented at conferences across the country including: National Veterans Small Business Conference, United States Small Business Administration Small Business Week, United States Department of Justice, the National Association of Small Business Development Centers, National Association of Procurement and Technical Assistance Centers, Society of American Military Engineers, International D.A.R.E. Conference, United States Defense Supply Command, Government Small Business Symposia, and countless small business conferences around the country and the world. He's a nationally sought-after Emcee for veteran business conferences across the country. He also participated as a Subject Matter Expert at the United States Recovery and Reinvestment Act of 2009 Illinois Small Business Recovery Forum and many, many others. He served as Master of Ceremonies for the largest veteran fundraiser in Hollywood in 2015 which was held at the Beverly Hills Country Club.

Jerry served as a consultant to many recognized educational institutions including the Wharton School of Business, Executive Management Program; Gannon University SBDC; Harper College, College of Business; El Paso Community College; Bucknell, University SBDC; Schoolcraft College SBDC, Palm Beach State College, Palm Beach SBDC and the University of Guam SBDC.

With his vast global travel experience coupled with Jerry's staff of experts and his entrepreneurial expertise and diversity he is regarded as a true subject matter expert and sought after around the country and globally to assist businesses in thinking outside the box to become more diversified and successful.



Jerry and his staff coordinate business discovery/networking trips for companies looking to expand in Guam in conjunction with the largest military buildup since WWII, which will exceed \$9 billion. The Paulsen Group/Guam Business Discovery is the only company in the world that takes small groups of businesses to the Island of Guam and introduces them to key individuals, government officials, businesses, and organizations, to assist companies with new business growth and opportunity through strategically aligned partnerships for economic growth both in Guam, the Commonwealth of the Marianas Islands, Freely Associated States of Micronesia and domestically.

Over the years Jerry & The Paulsen Group have received numerous awards and recognitions and Jerry has been a vocal and visible force and key figure for the growth and development of small business in the veterans' small business arena on a national scale and is a sought after National Small Business Mentor & Coach.

Jerry is a recipient of the United States Small Business Administration Veterans Business Champion of the Year Award and has been recognized as one of the top 12 Veterans in the State of Illinois. Other recognitions include: Special Congressional Recognition by various members of the United States Congress, featured small business (for 15 consecutive years) by the US Department of the Army, Office of Small and Disadvantaged Business Utilization (OSDBU), honored by Illinois Governor Pat Quinn and the Illinois Department of Veterans Affairs. He has also been recognized by former President George H. W. Bush, and governments abroad.

Jerry has created the national seminar titled "From Service to SuccessSM", a business seminar for veterans and veteran small business owners to provide a venue for everyone to gain the insight and information to start, grow, or expand their businesses. He has been featured on ABC TV as well as Fox TV and has done countless TV and radio interviews and is a featured guest as a Subject Matter Expert on veteran legislative issues on the veterans radio show VET Talk in Guam.

He also spearheaded veterans events, by renting Soldier Field in Chicago, Illinois as chairman of the board of a veteran not for profit in 2011 and 2012 which hosted over 6,000 veterans, military personnel and their families for free. All Veterans and their families were provided with a day full of support and activities including entertainment provided by entertainers such as the band BOSTON (now known as The Color Three), Rockie Lynne, The Blues Brothers and Gabrielle's Last Breathe. In addition, Jerry has been a corporate sponsor with concerts in Washington D. C., Virginia, Illinois and California, working with such mega groups Chicago, Kansas, Daughtry, The Drifters, The Wooten Brothers, Steve Miller Band, and the legendary rock band Three Dog Night. The concerts were open to the public and funds raised were donated to assist veteran nonprofit organizations to help care and serve our military and veterans.

Jerry is also the founder, president & executive director of a not-for-profit organization, Operation Horses & Heroes. This is a world class ground oriented equine assisted resiliency therapy program he designed to assist our military families, active-duty personnel and veterans coping with PTS, TBI, prosthetics, social and emotional challenges. He has partnerships with ranches in Illinois, Iowa, Kentucky, Wisconsin, Michigan, Georgia, Ohio, and Idaho.

Additionally, Jerry sits on the boards of several prominent organizations to include the Task Force for Veteran Entrepreneurs (Vet-Force), Washington D.C.; co-founder and executive board member of the United States Association of Veterans in Business, Washington D.C.; military advisor, American War Heroes, veteran advisor on the National Small Business Association (NSBA) Leadership Council in Washington D.C. and many others. Jerry is also the Chairman of the U. S. Army, 3rd Recruiting Brigade, Chicago Recruiting Battalion, Military & Veterans Resource Group for the past 16 years and still serving in this capacity.

Jerry has been recognized by the Guam legislature for his dedication to the People of Guam and honored to receive the Ancient Order of the Chamorri from Guam Governor, Felix Camacho in 2009. The Ancient Order of the Chamorri is the highest honor that can be bestowed on a non-native of Guam and carries the recognition, honors, respect, customs and courtesies as an Ambassador. Mr. Paulsen continues serving as the Ambassador of Good Will to serve the People of Guam as he travels the world.

Jerry continues to empower and energize people around the globe!

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