



About Joan Fletcher

"I love to be part of making a positive difference in a business and/or an individual. One of my goals years ago was to work full-time doing what I love. I have met this goal!"

The founder of Winning Ways, Inc., Joan Fletcher has 20 plus years of in-depth experience in performance improvement. She opened her own company in 1987, so her leadership, sales and speaking experience comes first-hand as well as from working with clients in a variety of industries.

She has conducted hundreds of training sessions for groups throughout the DC area in focusing on improved performance, goal setting and goal achievement and is recognized as an excellent motivational speaker.

Joan's enthusiasm, energy and experience are evident from the first meeting to the last training session. She is passionate about her work, and loves to see her clients' increased satisfaction and effectiveness after identifying their core goals and values. Her belief in the Winning Ways processes is apparent in how she conducts business day-to-day. She is creative and able to tailor her approach to a particular company's needs, and she is willing to take risks to help you achieve your goals. Those who have gone through her professional development/training programs enjoy her facilitation skills and her ability to make each participant feel valued and listened to. The corner piece of her skill is her ability to get results.

Joan is currently chairman of Inova's Fairfax Hospital for Children's Development Committee. She is a member of the Inova Fairfax hospital for Children's Advisory Board. She is co-founder of the non-profit LetsGiveBack.org. She has been an active board member in the Vienna-Tysons Regional Chamber of Commerce and the past chairman of the board of directors. She also was the chairman of the 57th, 58th and 59th annual Halloween Parade which draws 35,000 people. She is a 2009 graduate of Leadership. She spends her personal time with her two children and numerous volunteer activities. She also devotes a significant amount of time working with families living in poverty and she has worked with one family over ten years.

Recognition

Nominee Virginia's First Lady Opportunity Hall of Fame Award

Nominated for Fairfax County Chamber of Commerce Blue Diamond Award

Leadership Fairfax 2009

Entrepreneur of the Year 2008, Vienna Tysons Regional Chamber of Commerce

National SIM Leadership Award from the Center of Research and Learning University of Kansas, 2005

Business Networking International, Certificate of Distinction as an Ambassador, April 2004

First and Second Degree Sales Awards from Resource Associated Corporation, 2003 and 2004

Chairman's Award from the Vienna Tysons Regional Chamber of Commerce, 2003

Client Testimonials

"I hired Joan Fletcher, Winning Ways, Inc. as a presentation coaching for myself, the president of OTJ, a 65 person architecture firm as well as for my director of business development. Our business development director has tripled the amount of business she is doing since she started working with Joan. Joan also worked as an executive coach with two of my partners and both have shown remarkable improvement. Both run profit centers for my company. One is up 22% and the other 31% in volume of revenue related work that they are doing and I understand that Winning Ways is directly responsible for these results. Every second that Winning Ways works with my company improves the quality and clarity of our offerings."

Lance Jaccard, AIA, IIDA, LEED AP
Partner
OTJ Architects

"I am very excited to be working with Joan Fletcher of Winning Ways this year!!! She gets my vision and has showed me how to create a road map to ensure success. Her advice and time management skills have really helped in balancing both my professional and personal life."

Tracy Johnson, Long & Foster Commercial Division

"Joan Fletcher of Winning Ways, Inc. gave a great presentation on understanding your communication skills to improve how you sell yourself. I would definitely recommend her to other real estate organizations looking for motivational and useful presentations."

Tracy L. Reynolds | Manager, Outreach & Development
Northern Virginia Association of Realtors®

"Working with Joan was probably one of the best decisions I have ever made. Not only did she help me develop as a leader and a manager, but also as a woman. Joan taught me how to be a leader and earn the respect of my staff and leadership team. She helped me handle difficult situations with techniques to maintain my position and professionalism. All of this in turn gave me confidence. That confidence helped me find my passion and develop my own non-profit, as well as manage staff in a professional manner and be an active participant on the leadership team where my voice was finally heard."

Kate Casey
RE/MAX Gateway
Vice President
Associate Broker