



MEET OUR EXPERTS

Betsy Blee

Betsy Blee is a Consulting Partner for Blanchard®. Her energizing and engaging style creates meaningful and memorable learning experiences. She aspires to help people achieve their highest potential and realize success beyond what they believed possible. Betsy is experienced in providing targeted development for all levels of leaders in organizations. She has served in multiple leadership roles in the armed forces, pharmaceuticals, and maritime transportation service.

Betsy had a stellar military career. In the United States Marine Corps, Lieutenant Colonel Blee distinguished herself as the first woman to command a reserve unit. Upon retirement from the Marines, she excelled in the pharmaceutical industry as a sales rep, trainer, district manager, and the leader of an award-winning sales team. As Pfizer's senior director, group leader of leadership education and development, Betsy earned external recognition in Linkage, Inc. Best Practices for excellent learning strategy, design, development, and delivery, and made significant contributions to Pfizer's distinction as *Training Magazine's* top training company for two consecutive years.

She is highly qualified to deliver SLII®, Blanchard Management Essentials®, Coaching Essentials®, Self Leadership, Building Trust, Team Leadership, Conversational Capacity®, Leading Virtually™, and Leading People Through Change®. She is equally skilled in interpreting Blanchard's Leader Action Profile II and the Myers-Briggs Type Indicator®.

Betsy holds a BS in Physical Education from the University of North Carolina at Greensboro and an MA in Business Administration from Webster University. She was a guest presenter at Fordham University's Graduate School of Social Service and at Teachers College, Columbia University.

Industries:

- Banking
- Construction
- Government – US Federal
- Healthcare
- Insurance
- Management Consulting
- Military
- Pharmaceuticals Manufacturing
- Transportation Services
- Utilities

“You’re an amazing instructor! You brought the subject matter to life. Thanks for your efforts and making this a wonderful program.”

—Manager, Customer Insights,
Health Insurance

“I have already had meaningful conversations with my people. It’s exciting to see them feel empowered and take initiative! Thank you for your fantastic guidance!”

—Manager, County Internal Audit