

LeaderImpact Podcast – Episode 39 - Jason Demers - Begin with the End in Mind

Release Date – July 19, 2023.

Episode Summary:

What happens when academic struggles convert into triumphs and pave the way to becoming an industry expert? Meet Jason Demers, a living testament to this transition. In our chat with him, we journey through his professional path, highlighting key turning points, principles of success, as well as the learning curves shaped by failures. Jason's story is not just about the oil and gas industry, it's about resilience, faith, and the nerve-wracking honor of being the first Canadian to testify before a US Congressional House Committee.

We engage Jason in a deeper conversation about the interplay of faith and leadership. We discover how his faith has been tested, tempered, and ultimately reinforced through his experiences in the business world. His open discussions of faith within the business community, and how these faith-infused conversations have enriched his relationships, are nothing short of inspirational. Jason's ultimate legacy of faith, and the joy he derives from serving others, provides a refreshing look at the human side of business.

Whether you're an aspiring leader or a seasoned one, this episode promises to be a treasure chest of insights, personal experiences, and tools you'd not want to miss. So, join us and Jason Demers in this enriching conversation today.

How to Contact Jason:

- [LinkedIn](#)

Show Notes:

0:00 - Show introduction

0:42 - Jason's introduction

2:54 - Jason's professional story and pivotal turning points

- 3:08 - Was not academically inclined and tried to figure out his career path.
- 3:56 - Started an electrical regulator business and became an expert in the oil and gas field with regard to electrical regulations. Sold his position to become closer the energy side than the supplier side.
- 4:54 - Faced some hard truths and difficult but exciting decisions

“If you are really going to go after something, be prepared to do it without a safety net.”

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6:52 - Best principle of success

- 7:04 - Influence is more important than control and is more achievable.
- 7:17 - Honest and integrity are all you have control of and the rest belongs to others.

8:32 - More on Jason's education

- 8:57 - His highest level of education is grade 12
- 9:17 - Networking and creating real relationships and not just transactional relationships

10:23 - Failures or mistakes he has learned from

- 10:54 - Begin with the end in mind
- 11:11 - Had meetings with powerful companies and laid out an opportunity. He shared the vision and the VPs of the company asked what he was looking for and he didn't know how to respond. Know the desired outcome.
- 13:00 - Went into the meeting thinking they knew more about the business than he did. He expected them to have the answer.

14:00 - Does he ask for help?

- 14:11 - Realizes that others have helped him along the way.
- 14:35 - Engages people who know more than he does.

14:58 - How his faith has made a difference in his life

- 15:09 - Faith is something to be practiced. Been in situations that require faith.
- 15:50 - Ongoing experience that temper and test his faith and rely on a power greater than himself
- 15:58 - Has a business network where he is surrounded by people of faith and the power of building relationships on sharing your faith and the vulnerability that comes with that.
- 17:29 - Puts himself in a vulnerable position and lets people know he is a Christian.
- 18:21 - Having those conversations do not come naturally

18:47 - The faith legacy Jason wants to leave

- 19:06 - Instilling faith in God in their children and grandchildren

19:56 - What brings Jason the greatest joy

- 20:00 - Hearing his grandson call his name
- 20:30 - Being able to serve others in need in a spontaneous way

21:41 - How to connect with Jason

21:58 - Show outro