



Be inspired. Have Steve at your next conference!

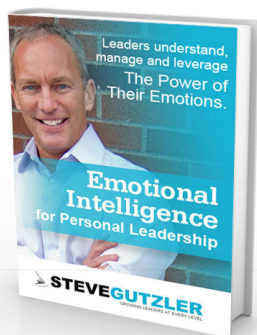
Keynote Speaker

Steve's favorite thing to do is speak... and it's felt through his authentic style and passionate delivery. Steve believes every presentation matters and should transform a life one at a time. If you are looking for a Keynote Speaker who delivers great content on leadership, Emotional Intelligence, sales, and high performance teams... with heart and soul then Steve's the perfect choice.

Considerably Steve Gutzler is one of the world's elite authorities on personal leadership and Emotional Intelligence. Combining humor and entertainment along with hard-hitting, and "How-To" information.

KEYNOTE

Emotional Intelligence for Extraordinary Leadership



Target Audience:

Steve has presented this topic to a wide array of industries including technology companies, sales teams, government agencies, financial advisors, realtors, small business associations, University programs, and leadership conventions and conferences.

Possible Formats:

This presentation is ideal for Keynote speaking ranging from 45-60 minutes long. It can also be delivered in a workshop or half-day seminar.

To bring Steve to your next event, please contact Michelle Joyce:

p: (704) 965-2339
e: michelle@michellejoyce.com
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The brain science of high performance and influence. In today's fast-paced, competitive work environment, how effective are you as a leader of personal influence, impact, and inspiration? **Emotional intelligence (EI), our ability to manage our emotions and navigate successfully our personal and professional relationships is the game changer.** This dynamic and fast-paced presentation will offer you practical tools for professional excellence and high-performance in leadership and life.

With the explosion of our information age and the increased potential of the millennial generation, it has become clear that in order to lead with impact, one has to fully engage the minds, emotions, and spirit of those they lead. While many managers today are skilled at presenting team goals and strategies, the skillsets of emotional intelligence and leveraging the brain science of high performance are the new competitive edge. Empowering your team to feel emotionally connected with their own purpose and to one another is imperative.

Steve Gutzler's half and full-day workshops are highly interactive, combining case studies, peer-to-peer coaching, multi-media, and hilarious and compelling real-life stories, along with on-site assessments and setting SMART goals to ensure actionable takeaways.

Learning Objectives:

- Assess one's level of emotional intelligence in dealing with relationships with others in business and achieving organizational goals
- Examine our strengths and weaknesses for developing our emotional intelligence
- Learn the brain science of emotional hijacking moments and strategies for self-regulation of one's emotions
- Develop composure skills and redirecting emotions in order to ensure "win-wins"
- Learn actionable skills for resiliency and stress management
- Demonstrate and increase empathy by acknowledging the feeling and perspectives of others
- Build bonds of connection by nurturing instrumental relationships in business
- Uphold integrity and increase your persuasive influence and leadership impact
- Build collaborative skills and empowering communication
- Recognize the contagious influence of your moods, attitudes, and emotions with leadership encounters.

*Half and full-day workshops include Steve's Emotional Intelligence for Personal Leadership Assessment.

KEYNOTE

17% Moments



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Discover the Brain Science of Emotions and High-Performance Leadership.

Summary of Program:

How extraordinary leaders manage moments that define their reputation and drive successful results

Research shows that 83% of the time, people are able to effectively manage their relationships with people and the tasks that need to get done. However, in those 17% moments when interactions become more challenging, and work more difficult, we all find the hard truth: whether or not we are able to continue to operate at our full potential. This is the heart of emotional intelligence and where your reputation is built.

Armed with the most recent research in the field of human behavior, Steve Gutzler will guide your team through the “new rules” of leadership to become more effective and influential. Steve shares stories that will amaze and entertain your team, while delivering the actionable leadership tools they need to soar. These lessons and strategies can be applied immediately in leadership, sales, and personal development. Audiences will walk away feeling inspired, empowered, and equipped to tackle professional must-have goals.

Learning objectives:

- Discover the brain science of emotions and how to self-regulate emotional hijacking moments
- How to turn the stress hormone, cortisol, into your friend
- Master your emotions, moods, and attitudes for high performance
- How to connect deeper and coach more effectively
- The four strategies to mastering the 17% moments
- Breakthrough methods for communication, collaboration, and coaching

KEYNOTE

Unleash The Leader Inside You



Target Audience:

Steve has presented this topic to sales teams, technology companies, retail companies, service industries, and government agencies. Perfect for conventions and conferences desiring to build personal leaders of high performance.

Possible Formats:

This is ideal for a keynote presentation of 60-90 minutes long. It can also be delivered in a half- full day team seminar.

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Five shifts to become the leader you WANT to be!

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KEYNOTE

Selling with Emotional Intelligence



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New brain science of high performing selling!

How extraordinary leaders manage moments that define their reputation and drive successful results

In today's information and selfie age, and today's ultra-fast-paced, competitive business environment, it's not enough for sales professionals to be skilled at technical or tactical skill sets. The old paradigm of appointment setting, rehearsing presentations, and pushing the close must be replaced with the higher skills of selling with emotional intelligence. Competencies include self-awareness, self-regulation, self-motivation, empathy, and social skills.

In Selling with Emotional Intelligence, Steve Gutzler presents highly-interactive and engaging content around the brain science of emotions and high-performance leadership. He will arm your sales professionals with actionable tactics and tools to connect deeper, collaborate around mutual success, create emotional bonds of lasting loyalty, and stay resilient in the face of temporary setbacks. Steve uses hilarious humor, personal stories, case studies, human behavior breakthrough research, and multimedia to move your audience to a new commitment of action and performance.

Learning objectives:

- Discover the five emotional intelligence competencies to increase sales and high performance
- Learn actionable strategies to self-regulate emotional hijacking moments in yourself and self-regulate others
- Build stress resiliency tactics for sustainable success and daily break-through
- Learn the keys to relationship management and how to manage the emotions of others towards your desired outcomes
- Learn communication mastery and the importance of building emotional connections of loyalty and lasting trust
- Learn how to connect more deeply and coach more effectively with your team and clients
- How sales professionals who invest in developing and improving sales emotional intelligence gain a decisive competitive advantage in the hyper-competitive global marketplace

“Harness the power of the #1 predictor of sales success, high performance, and leadership influence.”

The best sales training investment you'll make all year!

KEYNOTE

Full Potential - How to Perform Best Under Pressure



Target Audience:

If you are looking for a dynamic speaker to motivate, inform, encourage and inspire your audience to become leaders in their field, Steve Gutzler is the best there is. Whether it's a group of senior executive or an audience of 1,000, Steve is a powerful keynote speaker that will leave the room feeling energized and wanting to get to the "next level" of performance.

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How to Perform Best Under Pressure

According to a Harvard Medical School study, an astounding 96% of leaders said they experience feelings of burnout.

How do you create a sustainable pace and sustainable success while feeling under pressure and stress? Steve Gutzler, President of Leadership Quest, is a renowned speaker and author on the science of Emotional Intelligence, stress resiliency, leadership, and sustainable success.

Steve has personally coached and worked with senior leaders and teams at a number of Fortune 500 companies and leading organizations, including: Microsoft, Seattle Seahawks, Starbucks, the Ritz Carlton, Pandora Radio, Boeing, along with several government and law enforcement agencies.

Full Potential: How the Best Leaders Perform at Their Best Under Pressure

This dynamic keynote addresses the epidemic of stress and pressure. Through inspiring stories and real life case studies, Steve explains how leaders today need to be both "smart and healthy". How to avoid self-sabotage and burnout through the science of Emotional Intelligence and stress resiliency tactics. How to continue to operate at optimum levels while facing deadlines and challenging relationships.

Steve will help your team increase performance and provide you with break-through techniques and strategies for self-leadership. Learn how to employ Emotional Intelligence for peak performance. This keynote will provide you with inspiration and actionable tools to get to the next level of performance.

You will learn:

- How to self-manage those 17% moments when interactions in business become challenging and work more difficult
- How to create stress-resiliency tactics for sustainable success
- How to operate at full-potential and tap into confidence, optimism, resiliency and enthusiasm
- How to remain healthy and recognize exhaustion and burnout is not considered a badge of honor
- How leaders help others manage, energy and emotion when it matters most

KEYNOTE

Empowerment Behind The Badge



Target Audience:

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Emotional Intelligence for Personal Leadership

Summary of Program:

In today's fast-paced and pressure filled law enforcement work environment, how effective are you as a leader of influence, impact, and inspiration? Emotional Intelligence (EI) is our ability to self-manage our emotions and navigate successfully under stress is the game changer.

In this highly rated training, you will learn:

- The hard-edge and bottom-line leadership difference emotional intelligence can make in your professional career
- How emotions drive our behaviors, performance and leadership influence
- The brain science behind emotional hijackings and how to self-regulate the stress hormone cortisol
- Emotional self-managed tactics and strategies for work and life
- Skills to deal with the public when emotions run high. How to "Play big" and program at your best.

Possible Formats:

1/2 or full day workshop trainings available Dynamic, interactive, and fast-paced