



2020 Speaker Packet



About Steve



To Book Steve Contact Michelle Joyce:
p: (704) 965-2339 e: michelle@michellejoyce.com
w: SteveGutzler.com

Steve Gutzler, President of

Leadership Quest



Steve Gutzler is the President of Leadership Quest, a Seattle based Leadership Development company. **Steve is a dynamic, highly sought after speaker who has delivered over 2500 presentations, to a who's who list of clients** including, Spotify, Seattle Seahawks, Microsoft, Starbucks, Boeing, Cisco, Starwood Corporation, Smart Choice Agents, Neenah, Inc., American Academy of Family Physicians, and US Probations to name a few.

Leadership Matters

Steve's exceptional ability to communicate clear leadership and business/sales solutions with humor, clarity and insight is why he is in such high demand. Steve believes every Keynote presentation should transform a life and inspire leadership. He presents with passion and conviction to groups of 50 to over 5000 intimately in his high-performance Emotional Intelligence for Leadership and Unleash the Leader Inside of You. He knows how to deliver proven results and has been engaging and inspiring audiences with his messages of extraordinary leadership, achievement, success, and significance for over 26 years.

Experience Matters

Having coached and trained CEOs, Presidents, professional athletes, and world-class organizations, Steve's insights have gained a reputation around the world as an authority on high performance leadership, emotional intelligence for exceptional leadership, growing leaders at every level, and accelerated sales success.

Steve Gutzler is a regular guest on T.V. and radio. He recently was voted #1 by the readership of Huffington Post as the Most Inspirational Leader on Social Media.

A published author on leadership and Emotional Intelligence Steve is widely read and followed by over 147,000 Twitter followers. He resides near Seattle with his wife Julie where they enjoy time with their three adult children and four grandchildren.

**To Book Steve Contact
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Clients



Inspiring and Training Leaders Around The Globe

- American Academy of Family Physicians
- Autodesk
- BECU
- Bernard Hodes Group
- Boeing
- Cisco
- D.R. Horton
- Easter Seals
- FBI National Academy
- Hospitality Financial Technology Professionals
- iMarket Solutions
- Kraft Foods
- Leadership Conferences
- Watson Foods
- Leadership Network
- Loft 9
- Lhoist
- Maletis Beverage
- Marriot
- Michigan State University
- Microsoft
- Muljat Group
- Physicians Insurance
- Neenah, Inc.
- Nuprecon
- OnMerit Marketing
- Pravati Capital
- SALT Communications
- Seattle Seahawks
- Starbucks Coffee
- Starwood Corporation
- Sparkling Ice/Talking Rain
- Salish Lodge
- Smart Choice Agents
- The Hotel Group
- The Ritz Carlton
- U.S. Census Bureau
- U.S. Dept. of Commerce
- U.S. Dept. of Labor
- U.S. Dept of Social Security
- US Probation Offices
- WA State Police Advanced Training
- WA State Chiropractic Association
- Westin Hotel
- Widenet Consulting
- Windermere Real Estate
- Woods Coffee

Testimonials



What People Say About Steve's Keynotes

"We had the pleasure of having Steve Gutzler as our keynote speaker this year. He empowered our group of salespeople from across the country with a message that was both motivating and applicable to their every day needs as not only salespeople but in every aspect of life. Steve's presentation and speaking skills are exactly what we were looking for and his approach matched out culture in a way that was refreshing. If you are looking for a keynote speaker that keep your audiences attention and deliver a profound message then Steve is your guy!"

– Andrew Caldwell
President, Worldwide Insurance Network
Smart Choice Agents

"We recently worked with Steve for the first time as the keynote speaker at our annual senior leadership team meeting. Steve's highly engaging and passionate style kept our team fully engaged and equally important, his relatable and actionable list of key leadership attributes was something our employees could take with them to have an immediate positive impact on their leadership effectiveness. Feedback was very positive and I'd certainly welcome and look for opportunities to work with Steve again."

– John P O'Donnell, President & CEO
Neenah, Inc.

"I am very pleased to say that your presentation exceeded everyone's expectations and was an absolute home run. Not only were you engaging and attention getting, but most importantly, the material has already made an impact. You certainly "Unleashed the Leaders" within all of us! Leadership Conferences differential advantage is our keynote speakers. It is the foundational success of our events. To have you as the star presenter has set a new bar for us. On behalf of all of the attendees of the Leadership Conference division of CSP Business Media, a heartfelt thank you!"

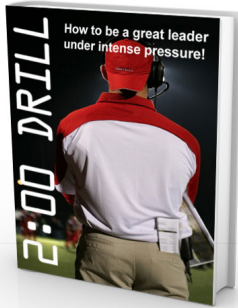
– David Jobe, President Leadership Conferences
CSP Business Media, LLC

"Steve Gutzler's Keynote presentations are packed with useful content, and are inspiring both their message and delivery. If you lead teams, and you need a speaker that everyone will be "wowed" by, then Steve is your ideal choice. He'll give your audience plenty of practical take-aways that they'll want to remember and use. Having built a nation-wide business from the ground up, and partnered with accomplished speakers in business and politics, I can enthusiastically recommend Steve Gutzler for leadership conferences or sales meetings. Steve's presentations always hit the mark with excellence and strategic insight."

– John Hennessey
Former CEO, Nuprecon

continued >

Testimonials



"Nothing short of fantastic! I would highly recommend Steve Gutzler without reservation. Truly impactful and inspiring. His Keynote on Emotional Intelligence for Extraordinary Leadership for our annual Summit Conference in Sun Valley was overwhelmingly received! Steve also was instrumental in building/solidifying our company culture early on."

– **Jim Crystal**
President, Salt Communication

"Impossible, Possible, Done! Steve Gutzler has made the topic of Emotional Intelligence relevant and impactful to myself and my leadership team. Over the course of several events with my Senior Leadership Team and Managers of our Global Outsourcing business, Steve has introduced us to a progressive series of topics and exercises aimed at improving our collective leadership skills, and "unlocking" our greatness potential. These highly - interactive sessions have received consistent praise from my organization, and have had an impact on us both personally and professionally. Steve is an energetic speaker whose passion for this topic is infectious. It has been a pleasure working directly with Steve, and to give him the highest of recommendations."

– **Mike Simms**,
Chief Procurement Officer, Microsoft

"Steve Gutzler absolutely "Brings It" each and every time he has worked with our team! I've had the pleasure of working with Steve since 2002 and in many respects consider him a part of our corporate team in that he was instrumental in the formation of our service vision seven years ago. Steve has been an irrefutable "WOW" during our annual General Managers Conferences, as well as, Leadership Team Advances. He has a unique ability to bring energy, authenticity, and practical takeaways with his enthusiastic keynotes and presentations. The topics that are discussed during Steve's thought provoking sessions resonate with our team via high level professionalism, passion, and purpose."

– **Douglas N. Dreher**
President & CEO, The Hotel Group

"I was truly astonished at the deeply personal and overwhelmingly positive response that this presentation generated. I had people come to me for weeks following the presentation of this material to tell me what a big impact it made on not only how they viewed their work life, but their personal lives and relationships as well."

One reason this was so successful was the incredible talent and style that Steve used in personally delivering the material. He interacted with the team in a way that caused boundaries to drop, openness to the material to present itself and freedom for individuals to participate with the broader team without feelings of self-consciousness to get in the way."

– **Wes Moorhead**
Former General Manager, Microsoft



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.

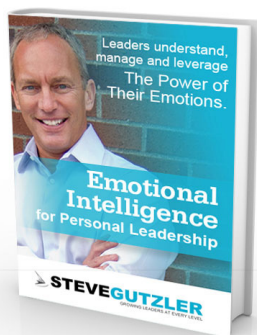
Considerably Steve Gutzler is one of the world's elite authorities on personal leadership and Emotional Intelligence. Combining humor and entertainment along with hard-hitting, and "How-To" information.



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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.

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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

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!

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

Emotional Intelligence, The NordyWay

A breakthrough guide to building today's most collaborative teams so that any organization can operate at peak performance.



"Emotional Intelligence affects how we manage our emotions, navigate relationships, and achieve positive results."

**-Steve Gutzler, President,
Leadership Quest**



"If vision is the head, and mission is the heart, the values are the soul of your culture."

**-breAnne O. Reeves, Founder,
NordyWay**

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 needs 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 (EI) 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. **Everyone wants to be a part of something larger than themselves.** In today's fast-paced, competitive work environment, how effective are you as a leader of personal influence, impact, and inspiration? Emotional Intelligence, our ability to manage our emotions and navigate successfully our personal and professional relationships is the game changer.

Steve Gutzler, keynote speaker, author, and leading authority on Emotional Intelligence, and breAnne O. Reeves, Founder, NordyWay, and co-author of the Forbes best-selling business book **"The Nordstrom Way to Customer Experience Excellence"** have teamed up to inspire organizations of all kinds to elevate their EI in order to deliver the most influential and meaningful stakeholder experiences. NordyWay is based on the belief that in business, as well as in life, love wins. Human relationships forged both inside your organization as well as with your customers, partners and other stakeholders are the most important part of your brand's success. Achieving these goals is virtually impossible without an understanding of EI.

Learn **WHY EI** is a critical component of leadership success, and **WHY you need EI to deliver first-class experiences to all stakeholders.** Steve and breAnne's dynamic and fast-paced presentations will offer you practical tools for professional excellence and high-performance in leadership and life.

Their keynotes and half/full-day workshops are highly interactive, starting with pre-engagement assessments, combining case studies, peer-to-peer coaching, multi-media, 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
- Recognize the contagious influence of your moods, attitudes, and emotions with leadership encounters
- Learn how to pick the moments that matter so that you can create the ideal employee and customer experience
- Understand why increased employee engagement determines the customer experience
- Learn how to be aware, confident and present so that you best support colleagues, vendors and customers
- Understand, experience and apply key-values during your day-to-day interactions to elevate your customer experience

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

p: (704) 965-2339

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w: SteveGutzler.com

Target Audience:

Steve and breAnne have presented these topics to a wide array of industries including technology companies, healthcare organizations, sales teams, government agencies, financial advisors, realtors, small business associations, University programs, and leadership conventions and conferences.

Possible Formats:

These presentations are ideal for keynote speaking, half-day, full-day or 2-day workshop formats.

KEYNOTE

Winning Teams



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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How to Align Mindsets, Words, and Actions for Positive Change

Summary of Program:

In this age of accelerated change and disruption, today's leaders and teams must adopt a brave new mindset to "attack the attack" of the unknown. Winning Teams outlines a powerful and actionable approach to align the mindsets, words, and actions of those on your team for positive change and growth.

This dynamic and timely program showcases how to anticipate new opportunities and unleash creativity by nurturing a culture of possibility thinking and a growth mindset. Steve teaches the strategies and techniques needed for creating positive change and extraordinary results.

In this program, audience members will learn:

- How to create an effective mindset to thrive rather than survive
- How to create a clear vision of the future in this age of speed and change
- How to cultivate the four domains of winning in order to step confidently forward – to avoid extinction
- How to remain emotionally intelligent when self-regulating stress and uncertainty
- How effective and healthy team's communication and collaboration in order to gain bottom-line results

Studies show that organizations, teams, and leaders who adapt to change grow faster, create more wealth, enhance customer success, gain sustainable momentum, and outperform the competition.

Now is the perfect time to arm your team with the attributes necessary to navigate change and gain winning results.

KEYNOTE

17% Moments



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.

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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

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

INTERNATIONAL BEST SELLING Books



Splash – 10 Remarkable Traits to Build Momentum in Life and Leadership

#1 International Best Seller

In today's liked and shared and filtered world, it's easy to believe that everything we see on the surface is perfect. But is it really? When you allow yourself to listen to what's going on in your soul, are you living the life you really want? What if you could do something greater – something that truly breaks you out of the ordinary and makes a splash?

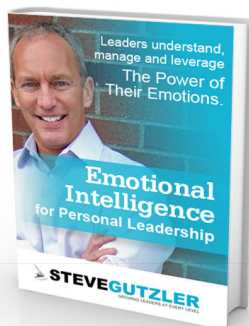
Through relatable stories and thought-provoking questions, Steve will help you see how to make a splash in your life and make an impact that matters.

Buy on [Amazon.com](https://www.amazon.com)

Books:

Available online at
[Amazon.com](https://www.amazon.com)
[SteveGutzler.com](https://www.SteveGutzler.com)

Emotional Intelligence for Personal Leadership



2:00 Minute Drill

How to be a great leader under intense pressure!





Let's connect on:



Ranked #1 Social Media and Inspirational Leader

– *Huffington Post*

Let's Unleash
The Leader Inside You

Social Media and Inspirational Leadership

[Ranked #1 in Huffington Post](#), 02/20/2013

What is inspirational leadership exactly? Creating value, building coalitions, solving problems and elevating humanity? Yes, all of that and more. No matter which decade we find ourselves in, the concept of leadership, and what it means to our lives, endures and always seems to produce a provocative and lively discussion.

HUFFPOST TECH



RATE IT!

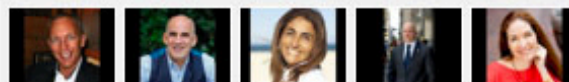
RANK: #1 | AVERAGE: 5



VOTE

CURRENT TOP 5

PICK YOUR OWN TOP 5



#1

#2

#3

#4

#5

Is it just about position or power, and is it just relegated to a particular field? The three writers on this post answer a resounding no to these questions. In fact, Ralph Lauren's description is very much in line with our view. We agree that "a leader has the vision and conviction that a dream can be achieved" and consistently "inspires the power and energy to get it done." So very true.