



2020-2021

Speaker Packet

 **STEVEGUTZLER**
GROWING LEADERS AT EVERY LEVEL





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.



Lead With No Fear:

Your 90-day leader shift from worry, insecurity, and self-doubt to inspiration, clarity, and confidence is now an international best-seller!



An Incredibly Good Book!

Lead with No Fear is an incredibly good book. Steve Gutzler and Mike Acker use captivating personal stories and real-world consulting assignments to drive home powerful lessons. Their advice is practical, wise, and thought provoking. Buy a copy for yourself and one for someone you care about. You won't regret it. I strongly recommend this book.

Frank Sonnenberg

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.

Virtual Keynote



With the shift to virtual events and conferences, Steve is a valuable resource if you want a world-class virtual keynote speaker. Whether you're in the search for a virtual keynote, online courses, executive coaching, Steve is a dynamic, highly sought after speaker who knows how to deliver proven results and has been engaging and inspiring audiences with his messages of extraordinary leadership, achievement, success, and significance!



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Clients



Inspiring and Training Leaders Around The Globe



- Acadia Health Care
- Accelerite
- American Academy of Family Physicians
- Autodesk
- BECU
- Bellevue WA, Police Pro-Act Unit
- Bellevue WA, Police SWAT
- Bernard Hodes Group
- Boeing
- C.B.S. TV
- Central Washington University – School of Business
- Cisco
- CSP Business Media
- D.R. Horton
- Easter Seals
- Eastside Narcotics Task Force
- Event Experience
- Federal Court Clerks Association
- Fairbanks Convention and Visitor's Bureau
- FBI National Academy
- Forest City Enterprises
- Foundations Recovery Network
- Hospitality Financial Technology Professionals
- Kraft Foods
- Leadership Conferences
- Leadership Network
- LEAP
- Lhoist
- LinkedIn
- Loft 9
- Maletis Beverage
- Management Services Northwest
- Marriot
- Michigan State University
- Microsoft
- My Life Recovery Centers
- Nuprecon
- OnMerit Marketing
- Officium Labs
- Pandora Radio
- Ratner Companies
- Ritz Carlton
- Safe Call Now
- Salish Lodge
- SALT Communications
- Seattle Seahawks
- Security National Mortgages
- Schaffer Oil
- Spotify
- Starbucks Coffee
- Starwood Corporation
- Sparkling Ice/Talking Rain
- The Hotel Group
- U.S. Census Bureau
- US Dept. of Commerce
- U.S. Dept. of Labor
- U.S. Dept. of Social Security
- Vertafore
- Warner Bros.
- WA Association of Area Agencies on Aging (W4A)
- WA Lodging Association
- WA State Police Advanced Training
- WA State Chiropractic Association
- Watson Foods
- Westin Hotel
- Widenet Consulting
- Windermere Real Estate

Testimonials



"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 our culture in a way that was refreshing. If you are looking for a keynote speaker that keeps your audience's 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



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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

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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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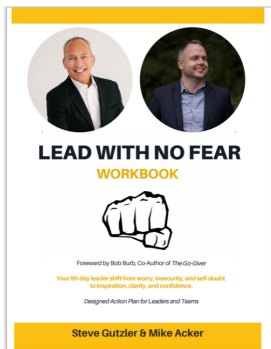
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KEYNOTE

Lead With No Fear



Unlock 7 Key Leadership Shifts for greater influence and impact



Lead With No Fear: Workbook

Utilize our action sheets and set some new inspiring SMART goals!

In this uncertain age of worry, insecurity, and self-doubt, how will you lead and manage change for greater inspiration, clarity, and confidence?

In this program, Steve will teach how to unlock 7 Key Leadership Shifts for greater influence and impact. He will illustrate and inspire your audience with real-life case studies of successful leaders and teams navigating the uncertain waters of leadership.

Instead of forcing leaders to make drastic changes, Steve will guide the audience into making significant, gradual changes over a 90-day period.

In this program, your team and audience will learn how to:

- Shift from Victim to Leader
- Shift from Unaware to Self-Aware
- Shift from Black and White to High Definition
- Shift from Activity to Accomplishment
- Shift from Smart and Healthy
- Shift from Fast to Finishing

Whether it's an intimate group of senior executives or an audience of 1,000, Steve Gutzler's powerful and proven keynotes, workshops, and online programs leave the room feeling energized and wanting to achieve to the "next level" of performance.

Complementary Resources:

Book: Lead With No Fear:

Your 90-day leader shift from worry, insecurity, and self-doubt to inspiration, clarity, and confidence

Workbook: Lead With No Fear:

Leader and team workbook 90-day action plan, goals, and assessment

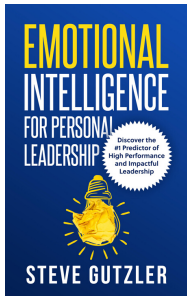


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KEYNOTE

Emotional Intelligence for Extraordinary Leadership



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.

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.

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.

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..

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.



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KEYNOTE

17% Moments



Discover the Brain Science of Emotions and High-Performance Leadership

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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..

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.

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 Full Potential for peak performance. This keynote will provide you with inspiration and actionable tools to get to the next level of performance

Learning Objectives:

- 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

Unleash the Leader Inside You



Five shifts to become the leader you WANT to be!

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Summary of Program:

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

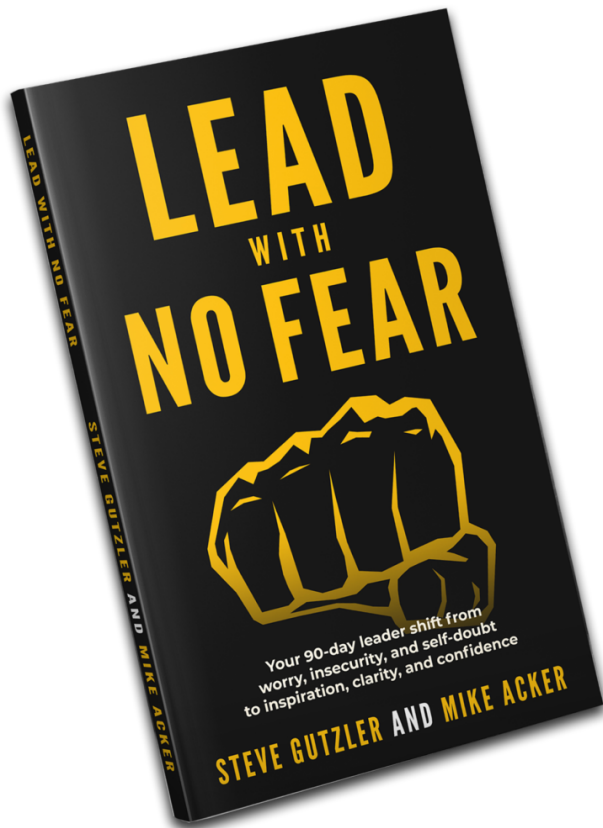
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INTERNATIONAL BEST-SELLING Books



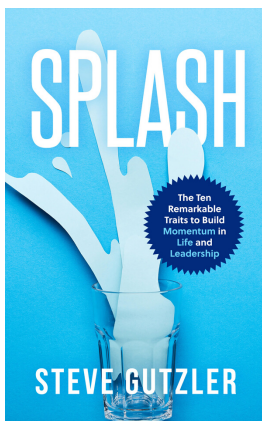
#1 International Best-Seller

Lead With No Fear:

Your 90-day leader shift from worry, insecurity, and self-doubt to inspiration, clarity, and confidence

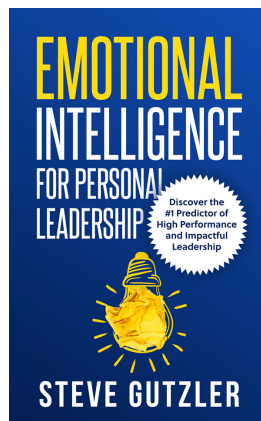
Why 90 days? Because most shifts once discovered are unlocked in that time frame – also because that is the sweet spot when you begin to see exciting results.

Lead With No Fear equips readers to unlock their leadership potential, calling them to step into greater roles to create a better future.



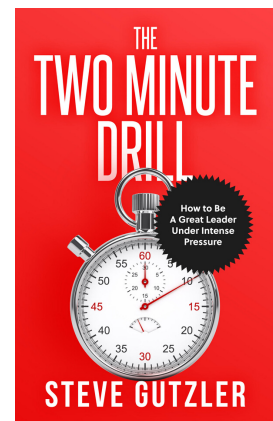
Splash

The Ten Remarkable Traits to Build Momentum in Life and Leadership



Emotional Intelligence for Personal Leadership

This book will provide you with six weeks worth of coaching insight in six chapters each dedicated to a specific emotional intelligence cornerstone.



The Two Minute Drill:

How to Be a Great Leader Under Intense Pressure