



Be inspired. Have Steve at your next conference!

Keynote Speaker

Steve's passion is speaking.

He customizes each keynote to fit your organization's unique culture and goals, believing every presentation can transform lives. For impactful content on leadership, Emotional Intelligence, sales, and high-performance teams delivered with heart and soul, **Steve is the perfect choice.**

As a respected thought leader, Steve Gutzler blends humor and entertainment with practical, actionable insights, making his presentations both engaging and transformative.

STEVE'S TOP-RATED 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.

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. Available in-person or virtual.

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.

AVAILABLE IN LIVE AND VIRTUAL FORMATS

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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Emotional Intelligence

for Extraordinary Teams



Emotional intelligence plays a crucial role in how we manage our emotions, navigate relationships, and achieve positive outcomes.

In today's workplace, emotions significantly influence employee experiences, organizational culture, and team performance. Teams seek to feel valued and prefer working under leaders and organizations that prioritize their well-being. Daily performance is driven by how effectively employees handle change, uncertainty, and their emotional impact on others, underlining the importance of emotional intelligence in fostering a supportive and productive work environment.

In this engaging keynote, Steve Gutzler will introduce cutting-edge techniques and strategies in Emotional Intelligence to foster high-performing teams and create a positive influence, significantly enhancing your organization's bottom line. This program emphasizes the critical role of enhancing emotional intelligence and emotional currency, which research identifies as key to cultivating an engaged, results-oriented, and agile workforce.

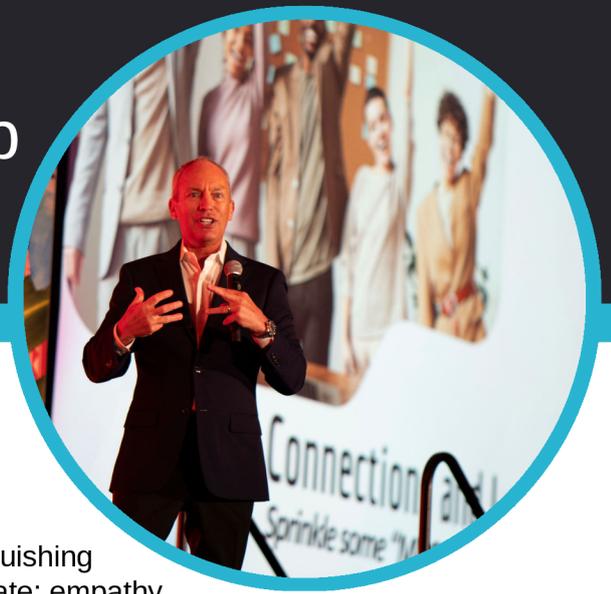
Key Takeaways:

- **Elevated Self-Awareness:** Cultivate better communication and influence among team members through increased self-awareness.
- **Scientific Insights:** Deepen your understanding of the neurological underpinnings of emotions, learning what happens in the brain under stress and acquiring specific strategies to manage these situations effectively.
- **Empathy Development:** Enhance team cohesion by sensitively navigating the emotional exchanges that underpin every interaction.
- **Persuasive Communication:** Utilize connected language to significantly improve persuasion skills, thereby impacting both outcomes and profitability.
- **Engagement and Inspiration:** Learn how to resonate with and motivate your team, capturing both their hearts and minds.
- **Real-World Applications:** Be inspired by Steve's engaging stories and case studies from high-stakes environments like the International Space Station, Microsoft, Google, and Yale University, illustrating how teams can excel under pressure.

This session is designed to empower leaders and teams to transform their approach to communication and collaboration, driving a culture that values emotional well-being and results in sustained high performance.

Human-Centered Leadership

Forging Deeper Connections to Empower and Inspire Teams



In this age where AI and technology are reshaping the way we work and interact, the demand for human-centered skills, particularly Emotional Intelligence (EI), has never been more critical.

As machines take over more of the routine tasks, the truly distinguishing qualities of top leaders are those skills that machines can't replicate: empathy, awareness, and the nuanced understanding of human emotions.

The **Human-Centered Leadership** program is dedicated to deepening these essential skills. You will learn to harness the power of emotional intelligence to connect, inspire, and lead with authenticity. Our focus will go beyond traditional leadership training, emphasizing how to navigate and lead effectively in an increasingly automated world. We'll explore how to maintain and enhance human connections and emotional well-being in your teams, ensuring that you stand out as a leader in a technology-driven landscape.

Unlock the transformative power of human-centered leadership in this engaging and insightful keynote. Your audience will discover practical strategies to build meaningful connections, enhance their influence, and master the art of emotional intelligence.

Key Takeaways:

- **Building Influence Through Connections:** Learn how to forge meaningful relationships that boost your influence in every interaction.
- **Emotional Intelligence and Self-Awareness:** Gain insights into managing emotions effectively, both your own and those of others, especially under pressure.
- **The Science of Emotions:** Explore what happens in the brain during stressful situations and uncover strategies to navigate these challenges smoothly.
- **Empathy as a Leadership Tool:** Understand why empathy is crucial for fostering influence, connection, loyalty, collaboration, and effective persuasion.
- **Enhancing Job Satisfaction:** Discover methods to elevate levels of job satisfaction, engagement, and inspiration within your team.
- **Authentic Relationships:** Learn how to authentically capture interest and build genuine relationships that last.

This program is ideal for organizations aiming to:

- Build a more collaborative and communicative workplace.
- Equip your team with the tools to navigate change smoothly and effectively.
- Create strategies to eliminate workplace dissatisfaction and support emotional well-being.
- Develop a workplace environment that values contribution and mutual support.
- Enhance your team's ability to grow sales and strengthen client relations.
- Foster a setting where team members feel valued and motivated to excel.

Whether it's a keynote or a half-day workshop, the **Human-Centered Leadership** program can be customized to meet your specific goals, cultural context, and desired outcomes.

Empower your team with the skills they need to inspire, collaborate, and succeed in today's dynamic world.

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KEYNOTE PROGRAM

Full Potential

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, Spotify, Boeing, along with several government agencies.

Discover 5 SHIFTS to take your team's performance to the next level!

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.

Key Takeaways:

- **Understanding Pressure:** Learn to manage critical moments of stress with effective Emotional Intelligence techniques and stress resiliency.
- **Sustainable Success:** Explore how to maintain peak performance without succumbing to burnout, recognizing that true success doesn't equate to constant exhaustion.
- **5 Shifts to Excellence:** Enhance your team's dynamics by implementing five strategic shifts that foster influence, impact, and inspiration.
- **From Reacting to Leading:** Shift from a reactive mindset to a proactive leadership stance, focusing on your most valuable and profitable outcomes.
- **Health and Intelligence:** Discover the dual necessity of being intellectually sharp and physically well to lead effectively and healthily.

This session not only addresses the psychological and emotional aspects of leadership but also offers practical steps to thrive under pressure, making it essential for leaders aiming to elevate their personal and team performance.

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STEVE'S NEW KEYNOTE PROGRAM

Selling with Emotional Intelligence: The Future of High-Performance Sales



In a rapidly evolving sales landscape shaped by technology, competition, and customer expectations, one skill stands out as a game-changer: Emotional Intelligence (EI).

In this transformative keynote, Steve Gutzler reveals why EI is no longer optional— it's the future of successful selling.

Drawing from decades of leadership development and sales expertise, Steve uncovers how mastering EI competencies—such as empathy, self-awareness, and interpersonal skills—empowers sales professionals to build authentic connections, foster trust, and close deals with confidence.

Key Takeaways:

- **Leverage Emotional Contagion:** Use the science of emotions to influence buying decisions and foster trust.
- **“People Buy You” First:** Build rapport and connection as the foundation of every successful sale.
- **Sell Through Storytelling:** Engage and inspire with compelling narratives that resonate emotionally.
- **Empathy in Action:** Overcome objections and address challenges by understanding and leveraging client emotions.
- **Non-Verbal Mastery:** Strengthen your influence with effective body language and non-verbal cues.
- **Build Loyalty for Long-Term Success:** Cultivate lasting client relationships that drive repeat business

Packed with real-world examples, actionable insights, and Steve's signature motivational style, “Selling with Emotional Intelligence: The Future of High-Performance Sales” will leave your team inspired and equipped to thrive in a sales world where human connection is the ultimate differentiator.

Prepare to elevate your sales performance by harnessing the power of Emotional Intelligence—because in the future of sales, relationships drive results.

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