STEVE GUTZLER

Speaker Packet



INSPIRING KEYNOTE SPEAKER

Trusted authority on leadership influence, driving greater impact and inspiring others



EMOTIONAL INTELLIGENCE EXPERT

Empowering organizations to harness Emotional Intelligence, fostering stronger interpersonal relationships and enhancing decision-making skills



EXECUTIVE COACH

Renowned executive coach specializing in leadership and performance enhancement



ABOUT STEVE

STEVEGUTZLER GROWING LEADERS AT EVERY LEVEL
WWW.STEVEGUTZLER.COM

To book Steve, contact Michelle Joyce:
p: (704) 965-2339 e: michelle@michellejoyce.com

Steve Gutzler

President of Leadership Quest
Authority on Leadership and Emotional Intelligence



Steve Gutzler, a distinguished authority in leadership and emotional intelligence, serves as the President of Leadership Quest. With extensive experience collaborating with leading global brands, Steve has delivered hundreds of transformative presentations and leadership development programs. Specializing in emotional intelligence competencies like self-awareness, self-regulation, motivation, empathy, and social skills, Steve is celebrated for customizing keynote presentations that inspire profound personal and professional growth.

Praised as a *"real game-changer,"* Steve has consistently been hailed as the *"best speaker we've ever had,"* leaving audiences both inspired and empowered. He excels in driving individuals toward greater self-awareness and positive change, focusing teams on the realm of what is possible and guiding them toward achieving greatness.

Why Choose Steve Gutzler for Your Next Event:

1. **Client-Centric Approach:** Steve's primary objective is the success of your event. Known for his powerful, engaging presence, he connects deeply with audiences, driving them to actionable change.
2. **Customized Presentations:** As a recognized expert, Steve tailors each presentation to align perfectly with your event's agenda and desired outcomes. His presentations are enriched with relevant industry research, brand insights, and compelling event themes.
3. **Engagement and Interactivity:** Through dynamic interaction and the latest social science research, Steve captivates his audience, ensuring they absorb every key learning point through real-world stories and engaging content.
4. **Actionable Insights:** Steve's presentations are packed with practical strategies designed to elevate both professional performance and career trajectory, turning insight into action.
5. **Accessibility and Accommodation:** Committed to enriching your event experience, Steve goes the extra mile to engage with attendees, participating in receptions and networking sessions to meet your organization's key stakeholders.
6. **Master Storytelling:** A gifted storyteller, Steve uses compelling narratives to illustrate the transformative power of potential and leadership, making each session unforgettable.
7. **Proven Impact:** A trusted advisor and executive coach to top CEOs and senior leaders, Steve is renowned for his authentic approach and real-world solutions that motivate leaders to enact meaningful change.

Steve offers various formats to energize and empower your event, from invigorating opening keynotes to interactive workshops that challenge and elevate leaders, and inspiring closing keynotes that encapsulate and energize attendees to elevate their professional impact.

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Clients



Trusted Advisor to Recognized Global Brands

- Autodesk
- Boeing
- Cisco
- Comcast Business
- Facebook
- FBI National Academy
- Federal Court Clerks Association
- General Kinematics
- Jack in the Box Operators Association
- Kraft Foods
- Lime
- Marriot
- Microsoft
- Naval Information Warfare Center Atlantic
- Pandora Radio
- Puget Sound Energy
- Regent Surgical Health
- Ritz Carlton
- Seattle Seahawks
- Service Corporation International
- Spotify
- Starbucks Coffee
- Starwood Corporation
- Thryv Inc.
- US Dept. of Commerce
- US Dept. of Labor
- US Dept. of Social Security
- US Probation Courts
- Warner Bros.
- Windermere Real Estate

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Testimonials



























"Steve Gutzler has made the topic of Emotional Intelligence relevant and impactful to myself and my leadership team. 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.

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

"Steve inspired our global team through an inspirational and thought-provoking session *that left our team motivated to recognize the opportunities ahead, rather than the obstacles in our path, and take ownership of their vision and journey."*

-Bridgette Beam, Director of Programs, Facebook

"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 delivers a profound message then Steve is your guy!"

-Andrew Caldwell, President,
Worldwide Insurance Network, Smart Choice Agents

"Steve was our closing keynote speaker to almost 1,000 attendees and was fantastic! *His presentation was extremely informative, interactive and entertaining. He provides a wealth of valuable, and most importantly, usable information that benefited every single CEO and board of director in the room."*

-Dan Berger, President & CEO,
National Association of Federally-insured Credit Unions

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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 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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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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KEYNOTE PROGRAM

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.

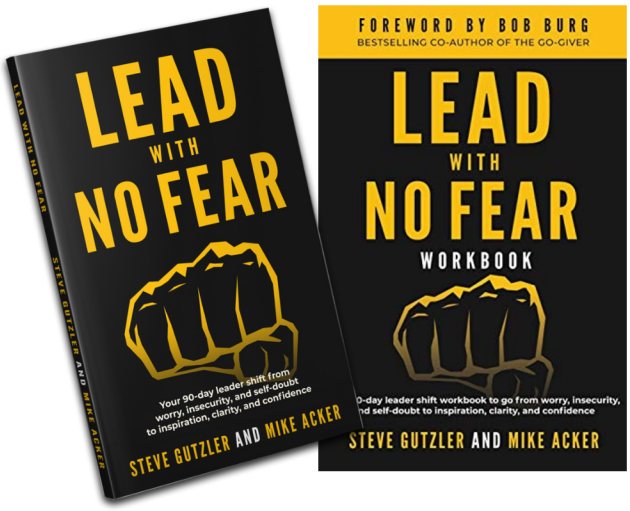
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INTERNATIONAL BEST-SELLING

Books



#1 International Best-Seller

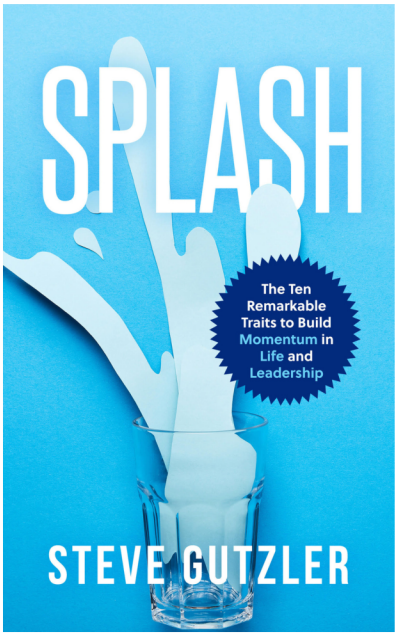


Lead With No Fear Book & Workbook

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

A powerful motivational read for people from all walks of life. In this book you will discover the formula to create an impact in other peoples' lives by initiating a change in your own.

The term *Splash* is his creative method of recognizing a positive change. Steve paves the pathway for you to make a Splash in all areas of life including personal relationships, family life and professional life. By learning the 10 simple traits and proven methods developed by Steve through his life experiences, you can learn how to find motivation, and live a more meaningful life.

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STEVE GUTZLER ON

Social Media

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facebook.com/SteveGutzler
LeadershipQuest/

pinterest.com/stevegutzler/

Increase your influence, impact, and inspiration. Follow Steve on social today!



Sign up to receive Steve's weekly inspired leadership blog to keep you and your team inspired in your leadership pursuits and ongoing success.

5K subscribers

Let's make your event memorable and inspiring!

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SPEAKERS

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