



STEVE GUTZLER

TOP KEYNOTE SPEAKER, HUMAN-CENTERED LEADERSHIP EXPERT,
EXECUTIVE COACH, AND BEST-SELLING AUTHOR EMPOWERING
HIGH-PERFORMANCE TEAMS WITH EMOTIONAL INTELLIGENCE

IMPORTANT LINKS

CLICK the links below for:

[Keynote Preview Video](#)

[Virtual Preview Video](#)

[Speaker Website](#)

AREAS OF IMPACT

Human-Centered leadership

Emotional Intelligence

Employee Engagement

High-Performance Sales

BOOK STEVE

Please contact

Michelle Joyce

704-965-2339

Michelle@MichelleJoyce.com

www.MichelleJoyce.com



MICHELLE JOYCE
— SPEAKERS —

MEET STEVE



Steve Gutzler, President of Leadership Quest, is a distinguished expert in Human-Centered Leadership and Emotional Intelligence. With extensive experience working alongside some of the world's most recognized global brands, Steve has delivered hundreds of transformative keynote presentations and leadership development programs that inspire profound personal and professional growth.

Specializing in Emotional Intelligence competencies such as self-awareness, self-regulation, empathy, motivation, and social skills — Steve is celebrated for his ability to customize keynote programs that not only inform but also ignite action. His authentic, motivational approach resonates deeply with audiences, empowering them to unlock their full potential both personally and professionally.

With over 25 years of coaching and training experience, Steve has worked with top-performing professionals and teams from Fortune 500 companies and leading organizations. His prestigious client list includes household names like Spotify, Seattle Seahawks, Microsoft, Starbucks, Boeing, Cisco, Starwood Corporation, Smart Choice Agents, the U.S. Department of Commerce, the FBI National Academy, The Ritz Carlton, and Facebook.

Steve is deeply committed to equipping leaders with the tools they need to lead with confidence, courage, and authenticity. His mission is clear: to help leaders unleash their full potential and create lasting success. Known for his high-energy delivery, Steve's keynote presentations are more than just speeches — they are dynamic, motivational experiences that leave audiences inspired, moved, and empowered to take bold steps forward.



**FOR BOOKING INFORMATION
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✉ Michelle@MichelleJoyce.com

📞 704-965-2339

TESTIMONIALS



"We really enjoyed how smoothly the planning, procurement, and logistics worked out. Our summit attendees provided overwhelming positive feedback that Steve's keynote was an absolute home run! It was rated the top session in survey data we collected. It really seemed like the attendees took away several actions they will put into practice."

– HARRY D. KNIGHT, JR., UNITED STATES DEPARTMENT OF COMMERCE

"Steve Gutzler has made the topic of Emotional Intelligence relevant and impactful over the course of several events with my Senior Leadership Team and Managers of our Global Outsourcing business. These highly-interactive sessions have received consistent praise from my organization, and have had an impact on us both personally and professionally."

– MIKE SIMMS, CHIEF OUTSOURCING OFFICER, MICROSOFT

"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. We are confident the time he spent with us will have a lasting impact on all of us."

– BRIDGETTE BEAM, DIRECTOR OF PROGRAMS, FACEBOOK

"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 he was an irrefutable 'WOW' during our annual General Managers Conferences and Leadership Team Advances. He has a unique ability to bring energy, authenticity, and practical takeaways with his presentations."

– DOUGLAS DREHER, PRESIDENT & CEO, THE HOTEL GROUP



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POPULAR PROGRAMS

All of Steve's programs are personalized and customized for each audience, and can be delivered in person or virtually for your next event.





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.

This program is dedicated to deepening these essential skills. Audiences 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.

Attendees will learn:

- 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.

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HUMAN-CENTERED LEADERSHIP

Forging Deeper Connections to Empower and Inspire Teams

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Backed by compelling case studies and enriched with Steve's inspiring anecdotes, this keynote will empower your audience to embrace and apply the principles of human-centered leadership, leading to more successful and cohesive teams.

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.



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EMOTIONAL INTELLIGENCE FOR EXTRAORDINARY TEAMS

Creating the Optimal Workplace



Emotional Intelligence affects how we manage our emotions, navigate relationships, and achieve positive results. For today's workforce, emotions are now the biggest factor in employee experience, organizational culture, and team performance. Teams want to feel valued, and they want to work for leaders and companies that truly care about their well-being.

Emotions drive performance every day. And positive results in the workplace are determined by how your employees navigate change and uncertainty, and how they emotionally impact and influence others on the team.

In this interactive keynote program, Steve Gutzler provides breakthrough techniques and strategies to create positive influence, high-performing teams, and proven results that will boost your bottom line.

Recent research has made it clear that increasing your emotional currency and emotional intelligence skillset is the single most important driver of an engaged, results-driven, and highly agile workforce.

Key points in this program:

- Self-awareness for better influence and communication among team members
- A deeper understanding of the science behind emotions: what the brain does under pressure, and specific tools and strategies to manage stressful situations
- Building empathy by being sensitive to the underlying emotional exchange
- How to use connected language to improve persuasion skills – highly impacting outcomes and profitability
- How to win the hearts and minds of your people
- Steve's engaging stories and case studies to inspire teams to thrive in the most challenging circumstances as seen in world-class environments such as the International Space Station, Microsoft, Google, and Yale University.

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EMOTIONAL INTELLIGENCE FOR EXTRAORDINARY TEAMS

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This program can be tailored to emphasize a variety of objectives, such as:

- Team collaboration and communication
- Navigating change and managing disruptions
- Eliminating employee burnout and optimizing emotional health
- Nurturing emerging leaders and supporting individual contributors
- Generating sales and cultivating client relationships
- Adapting Emotional Intelligence skills for challenging fields



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FULL POTENTIAL

How to Perform Best Under Pressure

How do you create a sustainable pace and sustainable success while feeling incredible responsibility, pressure, and stress?

This dynamic keynote addresses the epidemic of stress, pressure, and resiliency. Through inspiring stories and real-life case studies, Steve explains how leaders today need to be both smart and healthy, operating at optimum levels while facing deadlines and challenging relationships.

Steve will help your leaders and teams increase performance, and provide you with breakthrough techniques and strategies for self-leadership and sustainable success.

Key points in this program:

- 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 your full potential and tap into confidence, optimism, resiliency, and enthusiasm
- How to remain healthy and recognize that exhaustion and burnout are not considered badges of honor
- How leaders help others manage energy and emotion when it matters most
- Learn the five shifts to grow your influence, impact, and inspiration
- Gain clarity around your MVP (Most Valuable and Profitable) accomplishments
- How to become both smart and healthy

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A photograph of Steve Gutzler, a man with grey hair, wearing a dark blue suit jacket over a white shirt. He is holding a microphone in his left hand and gesturing with his right hand. The background is a bright red wall with some white text partially visible.

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, this program 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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