



# RACHEL DEALTO

CONNECTION CATALYST, EXPERT, AND RESEARCHER WHO INSPIRES  
LEADERS, TRANSFORMS TEAMS, AND ELEVATES CUSTOMER EXPERIENCES  
THROUGH THE POWER OF RELATABILITY

## IMPORTANT LINKS

CLICK the links below for:  
[Speaker Preview Video](#)  
[Speaker Website](#)

## AREAS OF IMPACT

Leadership  
Business Communication  
Customer Experience  
Workplace Culture  
Sales

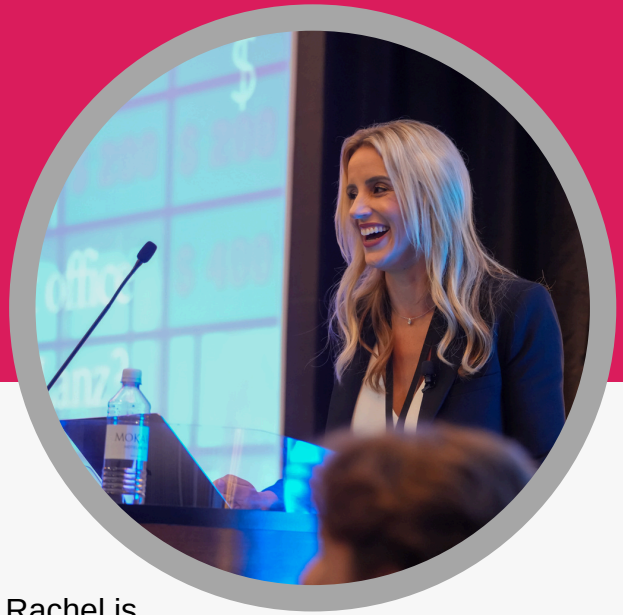
## BOOK RACHEL

Please contact  
**Tracy Cotton**  
310-902-5568  
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[www.MichelleJoyce.com](http://www.MichelleJoyce.com)



**MICHELLE JOYCE**  
— SPEAKERS —

# MEET RACHEL



Rachel DeAlto is on a mission to connect people to their most powerful resource – each other.

A former attorney with a master's degree in psychology, Rachel is a communication and relatability expert, author, media personality, and researcher who combines her education, expertise, and experience to create a blueprint for leaders and teams to build better connections – and thereafter, better everything.

Rachel's programs are highly interactive, customized, and create the potential for a ripple effect in every area of the audience's lives. Her signature programs involve a framework that helps people understand themselves, their relationships, and their impact on others. She has trained executives, employees, and teams in a variety of industries around the world: from global Fortune 500 companies to startups, governments to nonprofits. And she does it all with her trademark humor and energy.

She is the author of *relatable: How to Connect with Anyone Anywhere (Even if It Scares You)* and has appeared as an expert on Lifetime's *Married at First Sight* and over 200+ national media outlets such as Good Morning America, CNN, Fox New, and The Today Show. She also maintains an influential social media presence where she shares psychological research updates and practical takeaways to connect and communicate more efficiently.

As a popular keynote speaker, Rachel delivers programs on leadership, the power of connection, customer experience, sales, and communication. Her most recent TEDx Talk, *Being Authentic in a Filtered World*, was featured on TED.com.

A celebrated authority on the topics of connection and relationships, Rachel is also the Chief Connection Officer at Match Group, the largest global portfolio of popular online dating services.



**FOR BOOKING INFORMATION  
PLEASE CONTACT TRACY COTTON**

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☎ 310-902-5568

# TESTIMONIALS



*"Intelligent, witty, engaging, passionate, and relatable... just a few of the ways our staff described Rachel following her keynote during our annual ALL IN meeting. From the start of her keynote, Rachel brought our team together. Rachel helped everyone learn how building relationships can be their superpower with each other, clients, family, and friends. Don't wait - hire Rachel today!"*

**– EVAN F., SENIOR VICE PRESIDENT, BUSINESS SOLUTIONS,  
MADISON SQUARE GARDEN ENTERTAINMENT**

*"Rachel DeAlto provided an energetic and captivating keynote at our leadership conference on how to be more relatable that resonated with attendees. She helped people discover how to better connect, listen, and be more empathetic. It is a subject relevant for all business leaders and she received rave reviews."*

**– SAMANTHA A.M. BEELER, PRESIDENT, LEAGUE OF SOUTHEASTERN CREDIT UNIONS**

*"Rachel DeAlto's keynote at our annual convention was simply fantastic. Her energy and positivity were amazing, and she really connected in a personal way with our audience. Rachel was well-prepared, provided great content, and was fun to watch."*

**– PATRICK CONWAY, PRESIDENT & CEO, CROSSSTATE CREDIT UNION ASSOCIATION**

*"Some of the best feedback we received from our attendees were on the two sessions that Rachel DeAlto presented. Our attendees describe her as engaging, relevant, funny, and informative. She provided techniques that could immediately be implemented in the workplace. Rachel's sessions should be required at every conference, and we can't wait to work with her again in the future!"*

**– NICOLE S., DIRECTOR OF FINANCE & CUSTOMER CARE**

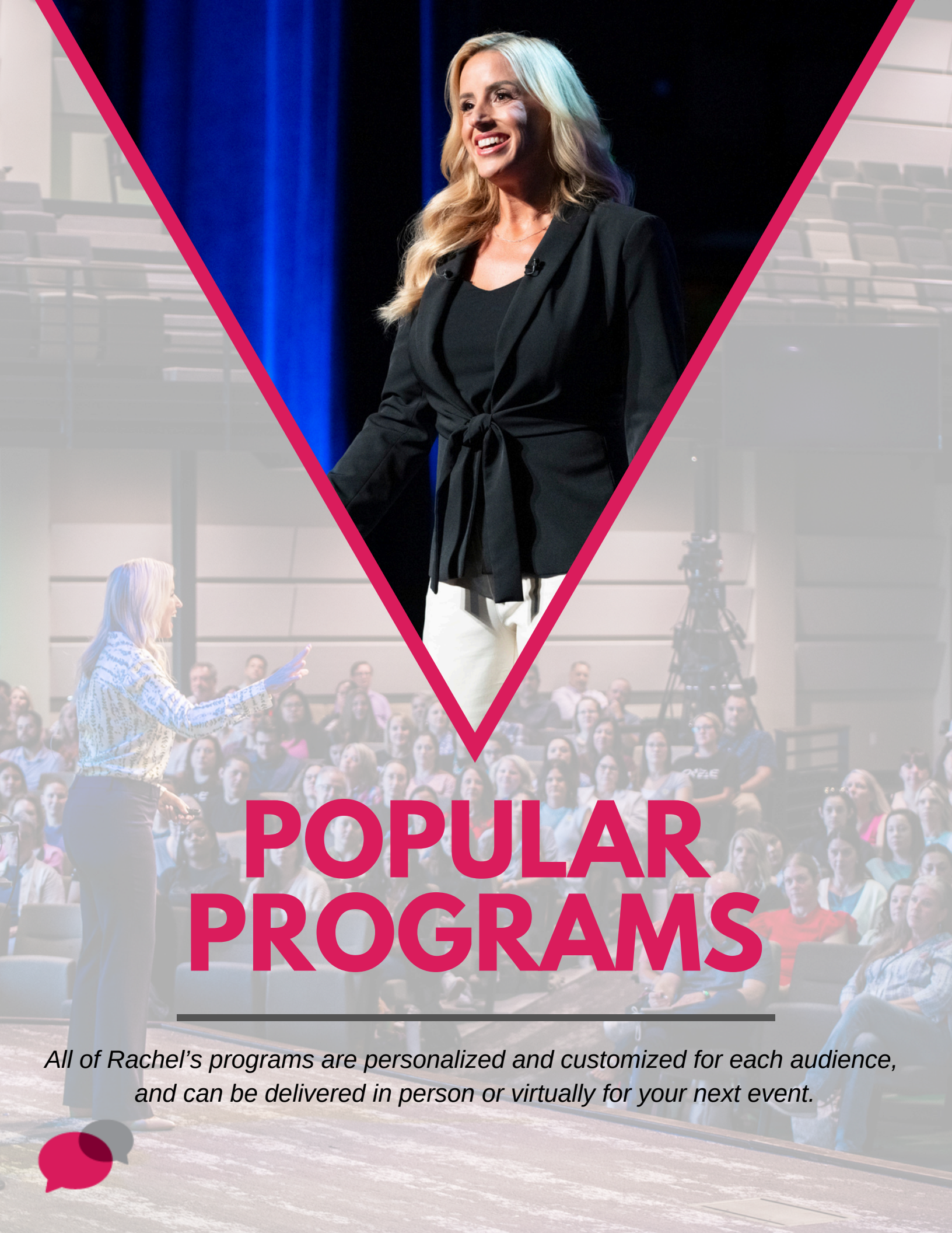


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# POPULAR PROGRAMS

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







# THE RELATABLE LEADER

## Create a Culture of Connection

In today's complex business environment, effective leadership is not just about expertise or influence - it's about building trust and respect by cultivating genuine human connections with your team.

Delivered through compelling storytelling, interactive exercises, and grounded in Rachel's own proprietary leadership research study, this transformative keynote will empower your audience to become a relatable leader who inspires trust, motivates others, and achieves remarkable results.

Rachel DeAlto's research specifically defined the key interpersonal leadership qualities that teams are looking for in managers and executives, and the results are likely not what you would expect. The presentation will explore the behaviors and traits that foster strong bonds and drive performance across generations.

The audience will unlock powerful and practical strategies to foster a culture of connection that drives collaboration, productivity, and success. By emphasizing compassion and leading with emotional intelligence, your audience will revolutionize their approach to elevate your unique leadership abilities.

### ATTENDEES WILL LEARN HOW TO:

- Master the art of creating meaningful connections to enhance leadership skills and build trust
- Implement techniques to engage and encourage teams toward exceptional performance
- Break down silos and improve communication between team members
- Foster psychological safety to boost collaboration
- Build an organizational culture rooted in trust, motivation, and respect

This keynote will provide leaders across industries with the strategies and insights to transform team relationships and accelerate success through meaningful connections.

Relatable leaders deliver real results.

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# VALUE-DRIVEN RELATABILITY

## The Key to Customer-Centric Success

Outstanding customer service is not just a differentiator — it's a strategic necessity. Organizations that prioritize customer centricity and build genuine connections with their customers are poised to thrive in the long run.

In this keynote, communication and relatability expert Rachel DeAlto explores the profound impact of authentic customer connections. Through engaging stories, practical insights, and cutting-edge research in customer experience, Rachel places a spotlight on the power of relatability in delivering exceptional service and cultivating loyal customer relationships.

Attendees will gain a deep understanding of the skills and mindsets needed to go beyond transactions and truly understand customer needs. Unlock the power of authentic connections to create a customer-centric culture that drives loyalty, growth, and success.

### ATTENDEES WILL LEARN HOW TO:

- Shift from a transactional mindset to a relationship-building approach
- Develop active listening skills to uncover and address customer needs
- Communicate with empathy and authenticity to build trust and rapport
- Leverage customer insights to deliver personalized, value-driven experiences
- Foster a customer-centric culture that prioritizes relatability and service excellence

In a world where customer expectations are higher than ever, relatability is the key to unlocking customer-centric success.



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# THE RELATABLE TEAM

## Connecting for Success

Organizations thrive when teams connect on a human level. Yet, many struggle to create authentic communication pathways and collaboration that lead to continued, repeatable success.

This interactive, connective keynote provides powerful strategies to help your company unite teams through meaningful stories and on-site engagement with one another. Transform divisions into cohesion and resistance into relatability. Participants will leave with actionable tips to strengthen bonds company-wide, accelerate success, and maximize the potential of your greatest asset – your people.

### ATTENDEES WILL LEARN HOW TO:

- Break down silos by improving communication
- Boost trust and psychological safety across the organization
- Revolutionize teamwork through compassion and emotional intelligence
- Create an interconnected culture focused on people
- Implement ways to engage and understand colleagues

The result? An organization powered by collaborative, innovative, and motivated teams united by shared purpose and understanding. Attendees will feel valued, inspired, and equipped to contribute to this thriving culture.

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A portrait of Rachel DeAlto, a woman with long blonde hair, smiling. She is wearing a black top and a red skirt. The background is a bright yellow with blue geometric shapes.

# THE POWER OF CONNECTION

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## Relatable Sales Strategies for a Changing World

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Sales is about more than numbers. It's about meaningful human connections.

As buyer behavior evolves, forward-thinking sales teams are connecting more authentically to thrive. They understand today's buyers want to work with people who understand their needs and provide customized value.

This requires a focus on building genuine relationships beyond transactions.

Communication and relatability expert Rachel DeAlto shares proven strategies for sales teams to embrace this change and drive growth by leading with connection.

### ATTENDEES WILL LEARN HOW TO:

- Relate to modern buyers' motivations and priorities
- Strengthen communication by listening to understand
- Build expertise and confidence through co-creation
- Form authentic partnerships via shared purpose and passion
- Continuously develop relatability skills and mindsets
- Optimize activities to nurture relationships

Sales leaders will gain actionable techniques to help their teams connect more deeply, convert more contacts into satisfied clients, and maximize the potential of every relationship.

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