

# STEVE GUTZLER

Keynote speaker, author, executive coach, and respected authority on high-performance leadership, emotional intelligence, and leadership development



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Steve Gutzler is a dynamic speaker who engages audiences everywhere on leadership, emotional intelligence, and personal transformation. He has an exceptional ability to communicate clear leadership and business solutions with humor, clarity, and insight. Most importantly, Steve provides strategies on how to self-manage those 17% moments in business and life.

Through his programs, Steve inspires greatness for individuals at every level. He believes every keynote presentation should transform a life and inspire leadership, and he presents with passion and conviction.



**MICHELLE JOYCE**

— SPEAKERS —

## Emotional Intelligence for Extraordinary Leadership

*The Brain Science of High Performance and Influence*

In today's fast-paced, competitive work environment, 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 spirits of those they lead. While many managers 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. This dynamic and fast-paced presentation will offer you practical tools for professional excellence and high-performance in leadership and life.

- Examine strengths and weaknesses for developing emotional intelligence
- Learn the brain science of emotional hijacking moments and strategies for self-regulation
- 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 others' feelings and perspectives
- Build bonds of connection by nurturing instrumental relationships
- Uphold integrity and increase your persuasive influence and leadership impact
- Build collaborative skills and empower communication
- Recognize the contagious influence of your moods, attitudes, and emotions

"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

**For booking information:**  
Michelle Joyce  
Michelle@MichelleJoyce.com  
704-965-2339

# 17% Moments

Extraordinary leaders manage the 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 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.

- 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

"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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## Unleash the Leader Inside You

Great leaders understand that true leadership is not just about a title or position, it's about being a positive influence, creating positive impact, and inspiring greatness in others.

Through inspiring stories, Steve explains how rapid change impacts the role of leaders, and guides participants through a dynamic process of five shifts to increase their professional skill set and bottom-line influence.

Audience members will leave this motivational experience with actionable takeaways for professional and personal growth, and the knowledge and inspiration to become the leader they want to be.

- Discover the five shifts to accelerate leadership influence
- Shift from victim to leadership language to attract greatness
- Unlock greater clarity and vision which creates daily passion
- Learn the “green-light” focus strategies that multiply and compound success
- Discover how becoming a “corporate athlete” combats stress and releases positive energy
- Walk away with the action steps necessary to create lasting behavior change and empower team performance
- Learn the two most important hours of your day that increase your bottom line
- Discover ways to collaborate and encourage more contributions of others

"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

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## Selling with Emotional Intelligence

In today's ultra-fast-paced, competitive business environment, it's not enough for sales professionals to be skilled at technical or tactical skill sets. The old paradigm of appointment setting, rehearsing presentations, and pushing the close must be replaced with the higher skills of selling with emotional intelligence.

In *Selling with Emotional Intelligence*, Steve Gutzler explains the brain science around emotions and high-performance leadership. He will arm your sales professionals with actionable tactics and tools to connect deeper, collaborate around mutual success, create emotional bonds of lasting loyalty, and stay resilient in the face of temporary setbacks.

- Discover the five emotional intelligence competencies to increase sales and high performance
- Learn actionable strategies to self-regulate emotional hijacking moments in yourself and self-regulate others
- Build stress resiliency tactics for sustainable success and daily breakthroughs
- Learn the keys to relationship management and how to manage the emotions of others towards your desired outcomes
- Learn communication mastery and the importance of building emotional connections of loyalty and lasting trust

"The insight Steve brought to our annual summit was meaningful and memorable. Our entire staff talked about the presentation all week. There were many takeaways for our team throughout our time together and many that each are working on implementing right away. I highly recommend Steve Gutzler for anyone who is looking for a first class, engaging team building experience."

~WES HERMAN, CEO  
WOODS COFFEE

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## Full Potential

*How to Perform 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. Audiences will learn how to avoid self-sabotage and burnout through the science of Emotional Intelligence and stress resiliency tactics, and how to continue to operate at optimum levels while facing deadlines and challenging relationships.

Steve helps teams increase performance and provides participants with breakthrough techniques and strategies for self-leadership. This keynote will provide inspiration and actionable tools to get to the next level of performance.

- How to self-manage the 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
- How leaders help others manage energy and emotion when it matters most

"Steve's presentations always hit the mark with excellence and strategic insight. He will give your audience plenty of practical take-aways that they'll want to remember and use. Having built a nationwide 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."

~JOHN HENNESSEY, FORMER CEO  
NUPRECON



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# Breakthrough Teams

*Unlock the Science to Motivation, Collaboration, and Peak Performance*

The world has changed profoundly and so has the psyche of your team. To be an effective leader, you have to master and understand the powerful new drivers of human behavior and motivation.

Every organization and team has the potential to operate at peak performance. Unfortunately, most teams today find themselves frustrated, nowhere near as effective as they could be, and often divided by tension, if not outright dissension.

Breakthrough Teams is an actionable program to build today's most collaborative teams, so any organization can operate at peak performance. A massive shift is taking place in the business world. Up to 80% of employees' days are now spent working and collaborating as teams. Steve shares five breakthroughs to building cohesive, productive teams despite the distractions and challenges many organizations are currently facing.

In this program, audience learn how to:

- Engage Millennials, Gen Xers, and Boomers to get along and rally around a shared vision
- Build the three C's: Communicate, Collaborate, and Connect for better results
- Unlock speed productivity to work smart and faster
- Inspire leaders at every level to multiply performance and success
- Create extraordinary moments for your customers to ensure lasting loyalty

"We really enjoyed how smoothly the planning, procurement, and logistics worked out. Our summit attendees provided overwhelming positive feedback that Steve's keynote training 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 KNIGHT  
U.S. DEPARTMENT OF COMMERCE

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