MICHAEL VELTRI

For speaking inquiries, contact Michael at (202) 253-3726 or michael@michaelveltri.com

For more information visit: MichaelVeltri.com

Check out Michael's Keynote Highlight Reel: **HERE**

LEADERSHIP EXPERTISE

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BIO & KEYNOTE INTRODUCTION

Michael Veltri is a leadership expert, battle-hardened business executive, and Nationwide Bestselling author. Recognizing that success in business and life is created by the daily decisions we make, Michael elevates teams, fuel-injects leadership, and improves business performance through better decision-making practices.

From ancient Japanese warriors to brain science, from business titans to academic research, Michael tapped wide-ranging resources to develop a groundbreaking model for better decision making that leads to exponential leadership growth and peak performance with balance, not burnout. Simple, elegant, and effective, Michael's approach has positively impacted some of the world's most successful organizations, brands, and leaders.

Michael is also a cancer survivor, decorated U.S. Marine veteran, and master-instructor in classical Japanese martial arts. He brings his business savvy, martial arts discipline, and Marine Corps leadership to every keynote speech inspiring, motivating, and educating audiences worldwide.

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THE TOP 10 REASONS WHY MICHAEL IS THE PERFECT FIT

10. RELATABLE
With 20+ years as an active CEO, he's a proven business leader with deep real-world experience. Audiences will easily relate to Michael's substance, experience, and depth.

9. ENGAGING
Michael's talks are interactive, entertaining, and educational. Your audience will be fully engaged and "leaning in" from start to finish!

8. UNIQUE
As a successful serial entrepreneur, Master-Instructor in the Japanese martial art of Aikido, cancer survivor, and decorated Marine Corps veteran, Michael brings fresh, compelling, and unique ideas to all his talks.

7. PRACTICAL
Your audience will leave with practical knowledge and real takeaway value: Meaningful tools, frameworks, and techniques that can immediately be applied to real-world challenges.

6. HIGH-ENERGY / INSPIRING
Michael's enthusiasm, energy, and one-of-a-kind motivation is infectious! Attendees will depart inspired, energized, and ready to reach new levels of business and personal success.

5. DAZZLING
Michael's talks are visually stunning. You won't see text-heavy slides. Instead, audiences are dazzled with integrated high-resolution photography, energizing HD video clips, and gorgeous visual transitions.

4. CAPTIVATING
Michael delivers real value through rich storytelling. Audiences do not remember or retain boring professional directives. Emotionally-charged stories help the audience retain key points while enjoying a highly captivating experience.

3. DRAMA-FREE
Michael is professional, accommodating, and easy to work with at every step. His martial arts discipline and Marine Corps leadership ensure your event is drama-free and a huge success.

2. CUSTOM-CRAFTED
Michael takes the time to learn about your organization, audience, and key objectives. His presentation will be relevant, relatable, and customized to your specific needs.

1. HIGH-IMPACT
Your audience will be armed and equipped with practical decision-making tools to achieve an unprecedented level of peak performance in business and life. Michael loves what he does and is committed to your event's success!

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KEYNOTE SPEAKING VIDEOS

MICHAEL VELTRI LEADERSHIP KEYNOTE SPEAKER HIGHLIGHT VIDEO

BUSINESS KEYNOTE SPEAKER VIDEO

BETTER DECISIONS = BETTER BUSINESS

MOTIVATING & EDUCATING AUDIENCES

WHAT SURVIVING CANCER TAUGHT ME

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KEYNOTE TOPICS & OUTCOMES

DECISION-MAKING MASTERY: HOW TO DELIVER STUNNING BOTTOM-LINE RESULTS

This 45 - 60 minute customized keynote is perfect for:

+ C-Suite Executives
+ Senior Leaders in All Industries

Why do some executives fail while others thrive? Because the best C-suite executives have a decision making system to help them — and their teams — avoid and conquer common decision-making traps. From life or death decisions on the battlefield to the boardroom, Michael Veltri draws on his background as a battle-hardened business executive and decorated U.S. Marine veteran to teach CEOs and senior executives better decision-making skills that deliver stunning results. As a professional-level Japanese martial arts instructor, Veltri blends the fluid and flexible qualities of the martial arts with bleeding-edge business savvy to bring a completely fresh perspective on decision-making skills. His inspiring presentation delivers practical tools that can be used immediately to increase productivity and deliver bottom-line results. You'll learn to:

- Master the 5 most powerful decision-making solutions that you've never heard of;
- Build a culture that celebrates fresh thinking and embraces new decision-making ideas;
- Implement better decision-making skills on a daily basis across all business activities and roles;
- Avoid the 5 biggest decision-making traps that kill successful organizations;
- Apply best decision-making practices from successful companies worldwide;

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SLAYING THE SALES DRAGON: HOW TO CRUSH THE TOP LINE WITH UNPRECEDENTED DECISION-MAKING PROWESS

This 45 - 60 minute customized keynote is perfect for:

+ Sales Teams Across All Industries
+ Sales Kickoff Events & Sales Meetings

Successful sales professionals, and their managers, are never satisfied. Yesterday's major achievements are today's performance standards, and surpassing quota is the expectation, not the exception. As old methods become commoditized and ineffective, new creative sales techniques are needed more than ever. Drawing inspiration from his knock-down-drag-out fight with cancer, nationwide bestselling author and multiple Diamond Club award winning sales professional, Michael Veltri has created a new and powerful model of decision-making success that leads to unprecedented sales results. In his energizing and inspiring presentation, Michael teaches sales professionals how to surpass expectations — both their own and their organization's — while crushing quota and slaying the sales dragon. You'll learn:

- 5 simple and effective decision-making tools to boost sales;
- What's truly behind objections — and how to conquer them;
- How to create a culture of achievement and sales excellence;
- How the "3 x 15 Decision-Making Rule" can double sales;
- How to break free from historical decision-making bias in your sales process;

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THE 5 DECISION-MAKING SECRETS: SURPRISING, UNORTHODOX APPROACHES TO POWERFUL LEADERSHIP OUTCOMES

This 45 - 60 minute customized keynote is perfect for:

+ Business Leaders in All Industries
+ Managers of All Levels

With the "speed of business" evolving at an exponential rate, the ability to make the right decision at the right time is paramount to the success of any organization. Windows of opportunity open, yet close even quicker in today's 24/7 hyper-connected, hyper-distracted world. Truly responsible leadership is difficult, and management needs fresh and creative ideas to make the best decisions possible — especially when the pace is fast, the stakes are high, and the outcome unclear. Michael Veltri weighs in with new and unique perspectives on this critical leadership challenge. A highly successful serial entrepreneur, decorated U.S. Marine veteran, and battle-hardened business executive, Veltri shows leaders how to employ his simple and effective decision-making system. This presentation will help leaders and managers of all levels:

- Develop unprecedented decision-making prowess to attack business problems of all sizes;
- Uncover 5 fresh decision-making tools to evolve your leadership to the next level;
- Authentically express your leadership to fuel-inject business results;
- Avoid the 5 biggest leadership traps;
- Silence internal and external distractions to strengthen your "leadership muscle";

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THE MUSHIN WAY: ACHIEVE PEAK PERFORMANCE WITH BALANCE, NOT BURNOUT

This 45 - 60 minute customized keynote is perfect for:

+ HR Executives in All Industries
+ Hiring Managers Looking to Attract & Retain Top Talent

With intense competitive pressure to attract and retain top talent, how can HR executives and business leaders hire the best and the brightest while ensuring their high potentials continue to excel without burning out? Drawing from his success as an HR consultant and executive recruiter for some of the world's top companies and brands, Michael Veltri answers these important questions and many more in his fresh, relevant, and timely talk. Based on his nationwide bestselling book, *The Mushin Way to Peak Performance*, Veltri takes the audience on an illuminating journey, showing how the Zen concept of mushin (moo-sheen) — meaning "no-mind" — helps achieve more with less, fuel growth, and maintain laser focus. Walk away energized, educated, and equipped with bold new tools and techniques to achieve unprecedented results with balance, not burnout. In this important keynote, Veltri helps HR executives, business leaders, and hiring managers learn to:

- Build, motivate, and lead high-performing teams;
- Learn 5 secret techniques used by Zen masters to increase performance, which can easily be adapted to your own organization;
- Understand the most common reasons "high potentials" burn out;
- Expand your ability to deal with ambiguity, change, and competing priorities;
- Uncover best practices from a martial arts master's mentality: determination, flexibility, and resilience;

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KEYNOTE CLIENT TESTIMONIALS

SAMSUNG

"Your background as a successful sales executive made your keynote for our sales kickoff that much more relatable and relevant. We loved it!"
~~ John Overcast, Director, Government Sales, Samsung Business

Merrill Lynch

"Michael's talk was inspiring, yet loaded with practical tools we will begin to implement immediately. Simply put, it was one of the best talks I've ever heard."
~~ John A. Flasco, Senior Vice President, Merrill Lynch

asae®
The Center for Association Leadership

"It was wonderful meeting you and thank you so much for being a part of ASAE's Five Star weekend — your keynote was amazing!"
~~ Amy Ledoux, Senior Vice President, Meetings & Events, ASAE

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"Thank you Michael for making our sales kickoff a HUGE success! My sales team loved it, and I really appreciated you spending one-on-one time with my high achievers after your talk. Thank you for going the extra mile for us!"
~~ Rob Danna, Senior Vice President, Sales and Marketing ITA Group

"Michael did a tremendous job! He really engaged the audience with his practical steps to making better decisions. His leadership keynote message resonated perfectly and was right on target."
~~ Jeff Derogatis, Director, Global Business Solutions, AT&T

"Thank you so much Michael — your keynote was amazing! Your unique decision-making system helped me to confidently navigate complicated federal healthcare regulations and move my research forward. Your book integrates perfectly with your talk and is an invaluable resource. Great job!
~~ Dr. Alexander Smirnov, Staff Scientist, NIH

"Michael – I wanted to send you a quick note and thank you for your leadership speech at our annual meeting. The feedback I received from many participants was all positive and left us wanting more. Thank you again!"
~~ Douglas Liu, Senior Vice President, Global Operations, Qiagen

"Michael, thank you so much for the wonderful keynote experience! You are so easy to work with and your talk was right on target with our event theme. All the participants are still raving about your fun and engaging delivery!
~~ Tammie Wallace, Director of Business Development, Four Seasons

"Thanks so much for your inspiring talk to our senior leadership team. You really challenged us to make big business decisions. We will use your 3x15 keynote learning solution at our next team meeting for sure. Thanks again!"
~~ Pat McAdaragh, President & CEO, Midco

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KEYNOTE AUDIO / VIDEO REQUIREMENTS

Computer, Projector, and Screen: Michael uses an Apple MacBook Pro running mac OS Sierra with a Thunderbolt/Mini Display Port for video output. Michael's entire presentation is presented from his computer using a 16:9 display ratio. Client must provide a wireless clicker to use to with Michael's MacBook. The larger the screen and the higher the quality of the projector, the better. LIKEWISE, Michael's presentation can be downloaded to a thumb drive and run on the client's computer.

Microphone and Audio: Michael requires a wireless lavaliere microphone connected to a high-quality audio system. Speakers/audio should be very high-quality and sufficient for the entire audience to hear sound/video clips played directly from Michael's laptop. Please make sure the sound system is functioning and tested before his arrival.

No Podium: Michael prefers no podium to be on stage. If one must be present, he prefers it to be pushed back so that he may walk in front of it unencumbered.

Beverage: Please have a bottle of water available for Michael while on stage.

Confidence Monitor: Michael prefers a confidence monitor.

Audio and Video System Testing: Michael must have the ability to do an audio/visual test no fewer than 30 minutes before taking the stage.

Internet Access Not Required: Michael presents using his own laptop with embedded videos. The entire presentation and all content are self-contained and do NOT require Internet access.

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