



## Steve Gilliland

### The Speaker

A member of the Speaker Hall of Fame, Steve Gilliland is one of the most in-demand and top-rated speakers in the world. Recognized by his peers as a master storyteller and brilliant comedian, he can be heard daily alongside Jerry Seinfeld and Jeff Fox-worthy on SiriusXM Radio's Laugh USA and Blue Collar Radio. With an appeal that transcends barriers of age, culture and occupation—plus an interactive and entertaining style—Steve shows audiences how to open doors to success in their careers, their relationships and their lives. Presenting to over 250,000 people a year, more than two million have now heard him speak, with audiences encompassing nearly

three dozen industries. Steve has the distinction of speaking in all 50 states and in 15 countries. As one newspaper stated, "Steve is what happens when the humor of Ron White collides with the inspiration of Zig Ziglar."

### The Author

In addition to his brilliant speaking career, Steve is a prolific, accomplished author, evidenced by three of his books—*Enjoy The Ride*, *Making a Difference* and *Hide Your Goat*—perennially making the publisher's bestseller list and his being named Author of the Year. His thought-provoking writing style makes his articles a favorite with nationally prominent magazines. He influences the lives of millions through his keynote speeches, books, CDs and DVDs. An extensive array of these products has been utilized by small businesses, Fortune 500 companies, U.S. and Canadian government agencies, churches, school districts and nonprofit organizations. Speaking the language of active business leaders, his books and CDs identify practical lessons that grow people and their businesses.

### The Businessman

Steve built a multimillion-dollar company from the ground up on the same philosophy he expounds to his audiences. If you continually learn more about your company, your industry, your customer and yourself, you will always be a leader. You will be purpose-driven rather than process-driven, and you will make a difference. His motto is straightforward: "If you take care of people, the business will follow." He has been recognized by *Who's Who* for Speakers and Business Professionals, and *The Pittsburgh Business Times* named his company one of the fastest growing privately held companies in the region.

### The Person

Steve was born and raised in the Pittsburgh area, resides in North Carolina and travels the world. He received his bachelor's degree from Grove City College (PA) and his MBA from Globe University (MN). He is a proud grandpa, devoted father of four boys and a loving husband to his wife, Diane. Steve learned great compassion for people and a commitment to a hard work and balanced life ethic at the knee of his highly principled Christian mother and stepfather. Whether Steve is speaking at an event, writing about current issues that impact people or leading his own employees, he is not just a person who challenges people to change, he motivates them to do so.

## **The Guarantee**

Everyone who hears his message leaves with a renewed sense of enthusiasm for who they are and for what really matters.

## **Speech Keynotes**

### **Enjoy The Ride™**

A blueprint for getting the most out of life, **Enjoy The Ride™** is a hilarious and brilliantly conceived keynote that causes people to examine where they are personally and professionally. It lifts people up and inspires them to evolve and appreciate, rather than simply maintain and exist. The three key points in this presentation are:

- *Check Your Passion: Love what you do; never forget why you do it*
- *Cure Your Destination Disease: Live more for today, less for tomorrow and never about yesterday*
- *Refocus Your Attention: Decide what's important and never take it for granted*

Takeaway Message – If you want to achieve true success and fulfillment, you must first discover an enthusiasm for your work and personal life. Decide where you are heading, get on the bus, choose the right seat and **Enjoy The Ride™!**

### **Making A Difference™**

Focusing on the conscious choices we make every day that impact the lives of others, **Making a Difference™** is an eye-opening and heartfelt keynote detailing how to positively influence people in every imaginable way, regardless of position or status. Each of us has the potential to transform the culture of an organization through our actions and attitude. This presentation centers on three empowering dynamics:

- Purpose: It drives you!
- Passion: It fuels you!
- Pride: It defines you!

Takeaway Message – While we don't always know what challenges face the people we meet every day, we do have the power to bring them hope. That hope can multiply a thousand times over and spread throughout the world exponentially. This is the essential, motivating truth behind **Making a Difference™!**

## **Speech Breakout Sessions**

### **Leading with Heart**

Leadership expert Steve Gilliland shares his passion and principles for developing exceptional leaders and retaining great employees. No matter where you are on the leadership ladder, Leading with Heart will show you how to grow yourself and grow your people through timeless principles that, when applied in your own life and the life of your organization, will elicit positive change.

#### **Key Takeaways...**

- An in-depth self-analysis of your existing leadership knowledge, skills and attributes
- Tools to revitalize your work environment
- A fresh approach to learning, growing and leading, allowing you to emerge as the leader you can be

## **Hide Your Goat**

Every day, you and your organization are being robbed of the opportunity to perform at peak performance. Who is the thief? Negativity! Not only do problem employees under-perform, they make it difficult for everyone else to do their jobs effectively as well. In this eye-opening session, Steve Gilliland shares the secrets of not allowing people to get your goat.

### ***Key Takeaways...***

- Where bad attitudes originate, why negativity continues to run rampant and ways to head off conflict
- Innovative methods of dealing with the by-products of bad attitudes
- How to turn negative attitudes into positive behaviors and problems into opportunities

## **Leveraging the Challenges of Change**

The business world is a place of constant change. No matter the scale, when change hits the workplace, the literal, situational shifts are often not as difficult for employees to maneuver as the psychological transitions that accompany them. Steve Gilliland takes a unique look at how change influences people and, in turn, how employees can impact an organization either positively or negatively.

### ***Key Takeaways...***

- Boosting morale and creating a purposeful mental outlook in the midst of far-reaching changes
- Strategies and tactics certain to minimize workplace disruptions
- How to harness the power of emotions to leverage the challenges of change

## **The Value of Us**

While organizations are working on valuing diverse people, ideas, backgrounds and experiences, we have miles to go before valuing teams and teamwork will be the norm. Steve Gilliland presents a distinctive look at what is necessary to create a work culture that values collaboration and staying focused on the organization's vision.

### ***Key Takeaways...***

- Secrets of how successful companies, large and small, flourish in an atmosphere of teamwork without sacrificing individual resourcefulness
- Incorporating the fundamentals of working together in spite of a world whose axiom is to look out for yourself
- How to foster cooperative relationships between employees