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## Michael Veltri

It's hard to define Michael Veltri with a single word. He's been called a prolific business transformation expert, a visionary, and a warrior. His pioneering body of work in which he extracted powerful mindsets and tactics that fuel performance from 5000 years of ancient wisdom has helped organizations of all sizes achieve unprecedented success. Unlike unidimensional performers, Michael brings a multifaceted set of experiences to every engagement. Passion meets purpose. Eastern wisdom drives modern business results. Inspiring yet actionable; captivating stories blended with practical techniques.

Veltri is a proven entrepreneur with both the successes and battle scars to show for it. Spending a decade in Japan, he's discovered a new system for performance, based in time-tested practices of ancient warriors. A cancer survivor, martial arts master, U.S. Marine veteran, and bestselling author, Michael brings an authentic, grounded, and inspiring presence to every engagement.

**Proven Business Executive-** Advising celebrity entrepreneurs, elite government agencies, captains of industry, and C-suite leaders in Fortune 500 companies, Veltri is known globally for his ability to drive performance without burnout, overcome the most difficult challenges, and enable business transformation.

**Successful Entrepreneur-** In addition to founding one of the world's first and only full-time professional Aikido Martial Arts Academies, Michael launched and led a successful executive coaching and consulting business, which then evolved into his current leadership development firm, Hikari, Inc. (the term hikari is the Japanese word for "guiding light").

**Author & Thought Leader-** Michael's groundbreaking work is covered in his highly acclaimed, Nationwide Bestselling book, *The Mushin Way*. Extracting the most powerful secrets of peak performance from 5,000 years of ancient wisdom, Veltri helps organizations worldwide achieve their potential. A highly sought-after keynote speaker and consultant, his insights are fueling the success of the next generation of business leaders.

**US Marine, Cancer Survivor, Father-** Never shying away from a challenge, Veltri bravely served his country, conquered cancer, and now brings his same unstoppable will as a devoted father and family man. His insights are deeply personal, sharing examples of adversity, discipline, and focus to overcome life's biggest obstacles and challenges.

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## Speech Topics

### Rebuilding the Plane While You're Flying It: *How to Simultaneously Deliver Stunning Reinvention and Precision Execution*

Today's senior executives are not tasked with maintaining the status quo. On the contrary, they're responsible for defining and driving transformational change — while simultaneously achieving growth targets, meeting performance goals, and aligning on-the-ground activities with "big picture" organizational strategy.

In this powerful keynote, Michael empowers senior leaders with the insights and approaches they need to:

- Turn Chaos into Clarity, and Obstacles into Opportunities
- Achieve Rapid, Measurable Results that Boost Performance & Profitability
- Silence Internal & External Distractions
- Learn Transformative Business Strategies Based on Proven Experience and Unique "Pillars of Excellence"
- Complete Projects Effectively & Efficiently

Ultimately, senior executives will discover how to drive transformational change across their organization when the stakes are high, the pace is fast, and the outcomes are unclear.

### Slaying the Sales Dragon: *How to Crush the Top Line While Avoiding Burnout*

Successful sales professionals are never satisfied. Yesterday's major achievements are today's performance standards, and surpassing quota is the expectation — not the exception. Unfortunately, this path can lead to a widespread problem that Michael has coined as being "successfully miserable".

In this energizing keynote, Michael empowers sales professionals with the paradigms and perspectives they need to:

- Start Delivering Sales SOLUTIONS
- Cultivate Lasting Relationships with Decision-Makers
- Understand What's Truly Behind Objections — And How to Overcome Them
- Elevate Their Performance to Unprecedented Levels
- Create a Culture of Achievement & Excellence

Ultimately, sales professionals learn how to surpass expectations — both their own and their organization's — without burning out, losing balance, or becoming "successfully miserable".

### The 5 Secrets of Purposeful Leadership: *Surprising, Unorthodox Approaches to Powerful Leadership Outcomes*

Leadership clichés abound, but peak performance has become increasingly elusive. As the outdated methods continue to lose efficacy, Michael Veltri shares modern approaches from over 5000 years of wisdom. In this powerful keynote, you'll re-think your previously held beliefs on what it means to lead. Leaders will learn to:

- Craft a Purposeful Vision Around Work that Matters
- Understand the Currency of Relationships, and How to Maintain a Positive Bank Balance



- Prioritize Focus, Time, and the Deployment of Resources to Maximize Results
- Embrace "4 Dimensional" Leadership
- Avoid the 5 Biggest Leadership Traps

Thoughtful leadership has become more difficult than ever. Let Michael Veltri decode the complex web of competing ideas so your leadership impact can soar.

### *Why Cultures Crumble: Conquering the Death Traps of Complacency to Build High-Performing Teams*

Too often, leaders focus on external factors such as products, technology, distribution, financial stability and brand recognition. Unfortunately, none of these assets are sustainable without the underlying resource of a high-performing team. Traditional cultures are giving way to fluid, modern approaches to leadership and achievement. In this important keynote, Michael Veltri helps leaders:

- Embrace a New Framework for Peak Performance
- Build, Motivate and Lead High-Performing Teams
- Achieve a 38% Boost in Productivity Without Burning-Out
- Avoid the 5 Death Traps of Complacency
- Foster a Culture of Continuous Improvement

It's been said that, "Your culture IS your business." Walk away energized and refreshed with a bold new way to elevate culture and performance.

