



Eliciting Excellence

Helping successors succeed
and owners get paid™

Michael Beck International, Inc.

Portland, OR, USA

INDUSTRY COACHING EXPERIENCE

Technology
Financial Services
Legal
Manufacturing
Construction
Distribution
Entrepreneurial
Healthcare
Insurance
Restaurant
International Development
Internet

FUNCTIONAL COACHING EXPERIENCE

Business Development
Human Resources
IT
Marketing
Professional Services
Sales
Marketing
Communication
Strategy
Productivity

LEADER LEVELS

Mid-Level to C-suite

ASSESSMENTS & CERTIFICATIONS

- Skyline 360
- Hay Group ESCI 360
- ACES Social Style Profile

Coach Training

- Graduate School of Coaching, Coachville

EDUCATION

MBA, Finance
Wharton Business School

MS, Structural Engineering
University of Pennsylvania

BS, Civil Engineering
University of Pennsylvania

Michael Beck

Michael brings the full force of his experience to the table, gained over 35 years of domestic and international work across a broad range of industries and professions. He has a distinct way of thinking that allows him to sort through the clutter, gain clarity, and quickly identify solutions. He brings fresh perspectives to the conversation, and has the ability to see patterns and solutions where others simply see complexity.

His diverse background enables him to help clients broaden their strategic thinking, adopt new perspectives, and create a stronger executive presence. Michael has coached executives from a wide variety of organizations including Farmers Insurance, SOS Staffing, and FLIR Systems.

Representative assignments include:

- CEO, \$400MM Staffing Company
- CMO, Insurance Company
- President, Occupational Medicine Management Company
- State Sales Executive, Financial Services
- VP Engineering & Development, Manufacturing
- President, Insurance Company
- VP Sales- Europe, Power Component Manufacturer
- CIO, \$700MM Aerospace & Defense Manufacturer
- GM, \$500MM Defense Industry Division



BUSINESS and ORGANIZATIONAL LEADERSHIP EXPERIENCE

Michael brings over 35 years of business experience to his clients and has been a professional coach since 2000. Starting his professional career as Assistant Treasurer for Perdue Farms, a \$300 million poultry production company. Then, as Co-Owner, EVP and CFO, helped Restaurant Systems (a regional restaurant holding company) grow four-fold over a ten year period.

Michael was then invited to become a Business Advisor to a member of the Royal Family of Saudi Arabia, where he was charged with identifying market opportunities, negotiating multi-national contracts, and launching new business units. After returning to the US, he became VP of Finance at MacGregor Wathen, a regional construction company, which he helped grow over a three year period from \$20MM to \$40MM annually. Just prior to becoming an Executive Coach & Strategist, Michael held the position of Executive Director at Holland & Hart, a large 500 person law firm.

Michael is a Founding Member of the International Association of Coaches and a Past-President of the Denver Coach Federation.

PUBLICATIONS and SPEAKING ENGAGEMENTS

Michael has given over 100 talks on the topics of leadership, productivity, and success principles to corporate, local, regional, and national audiences. He is the author of "Eliciting Excellence", and is a regular contributor to a variety of national and international publications such as Leadership Excellence, Personal Excellence, Insurance Marketing, and American Agent & Broker.