



Michael Beck, Executive Strategist

Michael Beck is an executive coach, business strategist, author, and president of Eliciting Excellence, a firm specializing in the assessment and development of leaders. He works with leaders to improve interpersonal skills, sharpen strategic thinking, and enhance judgment. His work helps maximize the value of a sale and increase the likelihood of a deal actually closing by strengthening the effectiveness of the leadership team. He offers leadership assessments and executive coaching, all designed to help successors succeed and owners get paid.



BUSINESS and LEADERSHIP EXPERIENCE

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

He then became 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. Prior to becoming an Executive Coach & Strategist, Michael held the position of Executive Director at Holland & Hart, a large 500-person law firm.

EXECUTIVE COACHING EXPERIENCE

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 coached executives from a wide range of mid-market organizations in diverse industries including construction, financial services, manufacturing, healthcare, technology and defense.

Representative mid-market coaching engagements include:

- CEO/Successor, \$400MM Staffing Company
- CMO, Insurance Company
- President, Occupational Medicine
- COO, Occupational Medicine Management
- State Sales Executive, Financial Services
- VP Engineering & Development, Mfg.
- President, Insurance Company
- VP Sales, Power Component Manufacturer
- CIO, \$700MM Aerospace/Defense Mfg.
- GM, \$500MM Defense Industry Division
- CEO/Owner, Tech Services
- COO, Payment Processing

Michael's credentials include an MBA in Finance from the Wharton School of Business along with degrees in Engineering from the University of Pennsylvania. He 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 has been a contributor to a variety of national and international publications such as Personal Excellence, Smart Choice, Insurance Marketing, Journal of Property Management, American Agent & Broker, the Portland Business Journal, People Matters and Oregon Business Magazine.