



## Michael Beck, Executive Strategist

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Michael Beck is an executive coach, business strategist, and author. As president of Eliciting Excellence, a firm specializing in executive coaching and the development of leaders, he works with leaders to improve interpersonal skills, sharpen strategic thinking, and enhance judgment.



### BUSINESS and LEADERSHIP EXPERIENCE

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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 Executive VP, 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

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Michael brings the full force of his experience to the table, gained over 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

### CREDENTIALS, PUBLICATIONS and SPEAKING ENGAGEMENTS

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Michael's credentials include an MBA in Finance from the Wharton School of Business along with an MS in Structural 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.

He has given over 100 talks on the topics of leadership, productivity, and success principles to corporate, local, regional, and national audiences. Michael is the author of the highly-rated leadership book, *"Eliciting Excellence"*, and has been a contributor to a variety of national and international publications including Leadership Excellence, Smart Choice, Journal of Property Management, American Agent & Broker, the Portland Business Journal, People Matters and Oregon Business Magazine.