

INDUSTRY COACHING EXPERIENCE

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

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

- MBI 360
- Skyline 360
- Hay Group ESCI 360
- ACES Personality 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 Beck is an executive coach, business strategist, author, and president of Eliciting Excellence, a firm specializing in the assessment and development of leaders. With 20 years of experience as a professional executive coach, he works with leaders to improve interpersonal skills, sharpen strategic thinking, and enhance judgment.

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

Representative executive coaching engagements include:

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

BUSINESS and ORGANIZATIONAL LEADERSHIP EXPERIENCE

Michael brings over 35 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 500-person law firm.

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 the leadership book, "*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.

