



ELICITING EXCELLENCE

"Helping successors succeed and owners get paid"™

Michael Beck International, Inc.
Portland, OR USA



MICHAEL BECK

Executive Strategist
ELICITING EXCELLENCE

503-928-7645
mbeck@elicitingexcellence.com
www.ElicitingExcellence.com

MICHAEL BECK, EXECUTIVE STRATEGIST

Michael Beck, president of Eliciting Excellence, is an executive coach, business strategist and author. He is passionate about developing successors and preparing them to successfully run a company. His firm works with executives to improve their leadership effectiveness, broaden their strategic thinking, and succeed as an owner.

Michael brings over 35 years of business experience to his clients. His credentials include an MBA in Finance from the Wharton School of Business along with degrees in Engineering from the University of Pennsylvania. He has worked both domestically and internationally with a wide range of clients from diverse industries. Prior to becoming an executive coach, he served as CEO, EVP, COO and VP for several companies in a variety of industries.

Michael has coached executives from a wide variety of organizations including Farmers Insurance, AFLAC, State Farm, New York Life and First Life America.

He 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.

SUCCESSOR AND ADVISOR SUCCESS TOPICS

(All topics can be customized to between 30 and 60 minutes.)

▪ ENSURING TOMORROW

How to Effectively Choose and Prepare a Successor

Studies show that about 70% of successions fail. In this program, we discuss how to help clients decide who to select as successor along with how to effectively prepare him or her.

▪ A BUMPY ROAD AHEAD FOR OWNERS

Why Most Owners Won't Find a Buyer and What to Do About It

Research shows there won't be enough buyers for all the Boomer businesses coming on the market. This program discusses these findings and what owners can do about it.

▪ COMMON SHORTFALLS IN SUCCESSOR DEVELOPMENT

How to Help Owners Avoid the Most Common Mistakes with Successors

Learning the mechanics of a business is important but it doesn't ensure success. This program offers guidance to advisors so they can help owners avoid missteps.

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