

Michelle Tillis Lederman

Connection Creator

[www.MichelleTillisLederman.com](http://www.MichelleTillisLederman.com)

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## Helping People Work Better Together

*Engage Your Employees, Grow Leaders,  
and Retain Top Talent*

## Celebrated Speaker

Michelle is most frequently **described as an energetic, interactive, and engaging speaker**. Approachable and easy to understand, she takes **complex concepts** and makes them **simple and accessible to all audiences**.

Her breakout sessions are highly interactive and leave audiences empowered to implement new skills back on the job.

Named one of **Forbes Top 25 Networking Experts** and one of the **Top 30 Communications Professionals in the World** by Global Gurus, Michelle is an expert on **connected leadership and workplace communications**. Her mission is to help people communicate and **lead with confidence, clarity and connection**.

Whether a keynote or breakout, Michelle can customize sessions to fit your audience. Any keynote topic can be converted into an experiential breakout session.

**“ Michelle is a powerhouse... I appreciated her wit and humor; it was like listening to a friend. ”**

Michelle's message and interactive delivery has been **sought after by all levels of an organization**, from administrative to CEO.

The media agrees that Michelle is an **expert in leadership, networking and workplace effectiveness**, and she has been **featured extensively** on television, on the radio, in print, and online.



Michelle spent the **first decade of her career in finance** with roles at Arthur Anderson, Primedia, Deloitte Consulting, and HypoVereins Bank.

Her academic career includes a BS from Lehigh University, an **MBA from Columbia Business School**, and her PCC coaching certification from the International Coaching Federation and is certified in Marshall Goldsmith's **Stakeholder Centered Coaching method**.

She has served on the faculty at **NYU's Stern School of Business**, the American Management Association and for both **Lehigh and Rutgers Executive Education**.

# Corporate Savvy Trainer and Coach

As you **climb the ladder** and get more responsibility, there are **areas that hold you back**. To break through to the top levels of leadership you need to **shift the perceptions** of those around you, build champions in and outside the organization, develop your executive presence, and learn how to build a productive, loyal and engaged team of followers.

Training and coaching can help with all of that through **customized, individual and group programs**. When you reach the C-Suite, you need a **thought partner and sounding board**.

Michelle's coach-consulting approach brings a **blend of education and real world experience** to her clients. She teaches from experience and shares what she learned during her extensive career. Her clients hand pick her for her **insightful, practical, and hands-on approach**.



**“ If you want customized, personalized, interactive sessions delivered with energy, knowledge and passion... hire Michelle. ”**

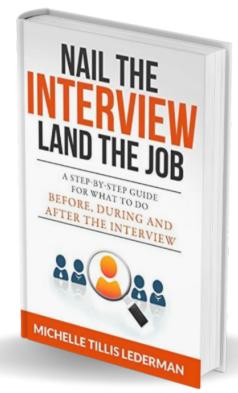
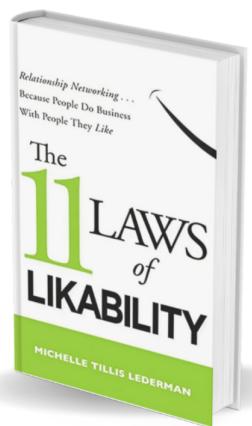
## Acclaimed Author

Michelle has written several **books that truly help people work better together**, her first, **The 11 Laws of Likability**, was described by the president of the White House Project as,

**“ A must-read for anyone interested in how to effectively leverage your network... by just being yourself. ”**

From getting the job you want in **Nail the Interview, Land the Job** and **Heroes Get Hired** to continuing to build your network in **The 11 Laws of Likability** and **The Connector's Advantage**.

Michelle provides the **resources to further your success**. Featuring real-life anecdotes, activities and self-assessments, her books are easily actionable and perfect for anyone at any level of an organization.





## Michelle's Most Requested Talks



### Connected Leadership

Connect with your team and develop engaged, loyal and productive employees.



### Intentional Connection in a Hybrid World

Leverage the power of personal connections and the efficiency of virtual communications.



### How to Get What You Want

Adopt the mindset of a Connector and get results faster, easier and better.



### Get Known, Get Connected, Get Ahead

Leverage the power of personal connections and the efficiency of virtual communications.



### You The Brand

Connect with yourself and determine and drive how others see you.



### Boost Your Likeability, Boost Your Confidence

People do business with people they like. Build connections and increase your influence and impact.



### Customize Your Presentation

Michelle's topics can be delivered as Keynotes, full-day trainings or breakout sessions to fit your needs.



## In the Media

**U.S. News** & WORLD REPORT

**Entrepreneur**  
MAGAZINE'S

**The New York Times** careerbuilder

**MSNBC**

**npr**

**REAL SIMPLE**

**NBC**

**THE WALL STREET JOURNAL**

**the gayle king show**

**WORKING MOTHER**

**Forbes**

**CBS**

**CNBC**

**MONSTER**

**USA TODAY**  
A GANNETT COMPANY

**THE JORDAN HARBINGER SHOW**

**TIME**

**CBS Money Watch**

**MARTHA**  
MARTHA STEWART LIVING RADIO

**iHeartMEDIA**

**Newsweek**

# Real Relationships, Real Results



## Connected Leadership: Foster and Retain an Engaged Team

**Do you want to be a leader people want to work for?** Creating a strong, engaged team translates into a more positive work environment, lower turnover, and greater productivity and collaboration. It also has a direct effect on your organization's bottom line: **companies with highly engaged employees outperform others by over 200%.**

**Connected Leadership** will help you develop the specific skills you need to better connect with your employees. Discover how **you can become a leader who attracts and engages an eager, committed team.** Build stronger relationships that increase your value, influence, and impact.

**Perfect For: Leadership, Team Building, Improving Performance, and Strengthening Relationships**

### What You Will Learn



- Discover the correlation between a **relationship driven leader** and the bottom line
- Increase your **authenticity and productive energy** in interactions
- **Build and retain trust** to improve productivity, morale, loyalty and retention
- Nurture your network and **increase your influence**
- **Connect** in conversation and **deal with difficult coworkers**

# How To Get What You Want: Influencing Others into Action

**What do you want?** How likely are you to make it happen in the time frame you want? The truth is we often **need the actions of others to accomplish our goals**. The best way to get what you want is to figure out why someone else wants you to have it.

In this interactive talk Michelle will reveal the **three reasons people take action** and how to increase your aptitude of each technique.

**Perfect For: Leadership, Team Building, Improving Performance, or Sales**



## What You Will Learn

- Recognize the three **reasons people take action**
- Incorporate the **Inquiry vs Advocacy** model to reveal motivations
- Discover how to **position requests using What's In It For Them (WIIFT)**
- Adopt a **Connector mindset** to leverage relationships
- Ask for what you want with ease and **increase the odds of getting a 'yes'**

# You The Brand: Determine and Drive How Others See You

**What do people say about you when you leave the room?** Is it what you want them to say? How you show up in the room, get listened to and are known amongst your colleagues are all **critical components of your future success**.

In this workshop Michelle will discuss **how to determine your brand attributes**, demonstrate the nuances of body language on your professional presence, and discuss how to strengthen the lasting impressions you make on your network, **expanding upon lessons from her books The 11 Laws of Likability and The Connector's Advantage**.

**Perfect For: Individual Impact, Executive Presence, and Relationship Building**



## What You Will Learn

- Recognize the attributes that impact **first and lasting perceptions**
- Tweak your body language to **enhance your professional presence**
- Discover the **verbal tools** and **distractors** that impeded your image
- Learn how **word choice impacts responses**
- Determine how to **select your brand** personality

# Results From Authentic Connections

## Intentional Connection in a Hybrid World: Staying Present While Remote

In the new normal of remote work, connecting has taken on new challenges. In the fast moving, hybrid world we communicate through email, text and video conference and forget **the power of conversation**. Communication and connection are **the foundation for building a thriving network and business**.

During this talk, Michelle **will inspire you to leverage the power of personal connection** in the hybrid work environment while still **incorporating the efficiency of virtual communication**.

**Perfect For: Leadership, Effective Communications, Individual Impact, and Relationship Building**

### What You Will Learn



- Recognize the benefits and drawbacks of **connecting in the remote workplace**
- Leverage technology to **show up powerfully** while on screen
- Discover key strategies to **build intentional connection** into your agenda
- Learn how **curiosity creates connection** and minimizes multitasking

## Get Known, Get Connected, Get Ahead: Relationship Networking

**What do you need to get ahead?** In this day and age, we live in a network economy -- it's all about who you know, who knows you, and what they know about you.

In this talk **Connector's Advantage** author Michelle Tillis Lederman explains the types of relationships you want and need and how to build those relationships one conversation at a time. Learn to adopt the Connector's mindset and move up the Connector spectrum to get better, faster, and easier results. At the end of the day it is the strength of your relationships that leads to your success.

**Perfect For: Individual Impact, Networking and Career Advancement**

### What You Will Learn



- The correlation between **relationships and promotion**, hiring, and business results
- The key **relationship types that impact success**
- The **7 mindsets** of a Connector and how to move up the Connector spectrum
- The **anatomy of a conversation** and specific ways to **increase your value** to your network

# Boost Your Likability: Boost Your Influence

Research studies consistently reveal that people **prefer to do business with**, hire, buy from and work with **people they like**. Yet the desire to be liked is often minimized and even mocked in its importance in business.

Discover how authenticity in our interactions, adopting a giving approach and finding common ground are the foundation for boosting your likability. **The highest levels of achievement come to those who mix expertise with likability.**



When you are liked, you are listened to and viewed as **trustworthy and credible**. In this talk Michelle explains how to leverage the **Laws of Likability** and the mindsets of a Connector resulting in more business, more influence, and a more engaged team.





## Top Organizations Trust Michelle



Deutsche Bank



Bristol-Myers Squibb



CITY HARVEST



MADISON SQUARE GARDEN™

A+E  
NETWORKS



THE  
NEW  
SCHOOL



ALDI

# “What People Are Saying...”

“From the moment she stepped on stage Michelle was **engaging and charming**. She used humor and everyday situations to demonstrate her points - **it was like having your best friend help you learn** more about yourself. “

*-Risa Fogel, Global IT Leader, Cushman and Wakefield*

“Michelle **knocked it out of the park** for an audience of 400+! The feedback has been phenomenal. “Energetic, full of valuable and relevant information, polished professional and fun.” Michelle quickly **engages the crowd**, picks up on audience needs and gets powerful messages across in a humble, smart way. She left us wanting more!”

*-Ilana Tolpin Levitt, Director of Employee Development and Organizational Effectiveness, The New School*

“Michelle’s energy, insight and delivery of a powerful message to a room of leaders was one of the best I have ever experienced. Relating to a diverse group, Michelle **tailored key themes to real life experiences**. Fantastic speaker, genuine person and someone I hope to see again soon.”

*-Michael Ciano, Chief Technology Officer, Consumer Medical*

“Michelle is a tremendous facilitator. She **resonates with all audiences**. She’s a fascinating thought leader. She can flex up to big audiences and flex down to small groups. She’s phenomenally talented.”

*-Ravena Valentine, Senior Vice President, Head of People, A+E Networks*

“Michelle **handled a demanding audience** of CEO’s, CIO’s, and Fund Managers with **energy, humor, professionalism, and spontaneity**... The talk was absolutely great.”

*-Frank Fanzilli, Former Managing Director & Global CIO at Credit Suisse*

“Saying Michelle was **phenomenal** is an understatement. Her talk was **packed with both great insights and practical, meaningful tips**. She’s the kind of speaker I couldn’t take my eyes off... she had an energy that not only **inspired the audience** during the talk, but continues to inspire us long after.”

*-Stefanie Wichansky, CEO, Professional Resource Partners LLC*

“I’ve listened to many keynote speakers on many topics but Michelle’s presentation certainly stands out. Her **ability to connect with the crowd** and her content was very capturing.”

*-Scott Macdonald, Commercial Director, Info Tech Research Group*

“I’m so inspired! Michelle Lederman’s talk about getting what you want was packed with **smart, funny, and practical** strategies for negotiating on your own behalf with wit, grace, and strength.”

*-Beth Semaya, Ph.D., Assistant Dean, Columbia University*

## For Meeting Planners...

Having worked with organizations large and small, I have heard consistently about their people challenges. If you are like most companies today, you are striving to grow your leaders, retain your top talent, and engage your employees. That is what I do! I help organizations leverage their greatest assets – their people.

I am an interactive, highly energetic and engaging speaker. I get the audience involved and often bribe them with prizes to participate. I tell stories and take a conversational tone.

I am not scripted and never have the exact same presentation twice. My talks are prescriptive, meaning people walk out with ideas they can immediately implement to make a difference tomorrow. I strive to make things effortless for my clients. I am easy to work with and very client service oriented. If a client wants me to go to a reception, do a book signing, speak with a VIP, sit at a certain table, etc... the answer is always "yes!"



I am a **connection creator** and my programs tackle the concept of connection in different ways. I make it easy for my clients by providing them what they need often before they ask. I will partner with you and any of your sponsors to enable you to maximize my inclusion in your event.

I look forward to working with you,

—Michelle Tillis Lederman

To discuss how Michelle can infuse energy into your next event call 917-498-0019, email [info@MichelleTillisLederman.com](mailto:info@MichelleTillisLederman.com) or visit [www.MichelleTillisLederman.com](http://www.MichelleTillisLederman.com)

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