



Michael Duke

Both coach and executive, this speaker offers the tools needed to hire the best talent, then manage and motivate them to reach any goal

Testimonials:

"If people are important to your business, then you need [Michael] ... an engaging, dynamic presenter with valuable insights into the 'people' part of your business."

—DAVID JARNIGAN, CEO, COOLBAKER'S INTERNATIONAL, LLC

"Michael's ideas on coaching have become a part of each of our managers' 'basic training.' The core of his message—honest, timely, caring, and clear communications about our competitive needs—is essential to our future success."

—ROBERT DeANGELIS, VP, LOUISVILLE TILE DISTRIBUTORS

"I have walked away from many a seminar with one or two ideas to try. But I left Michael Duke's seminar with a true competitive edge. Michael's message and style will land him on a national stage with the likes of Covey and Ziglar soon."

—DAVID WATSON, VP OF SALES, TRAINRIGHT SEMINARS

"Michael's seminar drives me to improve my leadership skills! I had many "Aha!" moments. He made me look at things from a different angle."

—TOM FREEDMAN, GENERAL MANAGER, INTERNATIONAL MOULDING COMPANY

"Michael is one of our company's most popular speakers. He always earns the highest marks for content as well as his speaking ability"

—RAY STROTHMAN, MANAGING PARTNER, STRATHMORE & COMPANY

Michael Duke speaks with authority! His insights are born of broad professional experiences and hands-on expertise. Indeed, he's worn many hats, having been a salesperson, sales and general manager, corporate coach, entrepreneur, professional recruiter, minister and author.

Michael started his business career in sales with a national hardware company, and it didn't take long for him to climb straight to the top. In fact, by age 26 had become the company's youngest district manager in the country. And it wasn't long before he was distinguishing himself in various management positions in the advertising and electrical industries. The truth is that Michael has proven to be quite accomplished in each and every endeavor he undertakes. His gift is 'getting to the heart' of an issue. And the secret of his success is his gift of truly understanding people.

In fact, it is people—and more importantly, *helping* people—that is Michael's passion. Despite his many career successes, Michael was, and is, a teacher and coach at heart. So by 2000, he opened his consulting business, allowing him to teach others how to lead and succeed. Today, this busy and dynamic consultant and business coach based in Kentucky, is often referred to as "Louisville's best business teacher."

With a leadership strategy that balances the need for relationship and accountability, Michael's perspective revolutionizes traditional leadership methods—and his 'coach approach' applies to everyone, from entrepreneur, to front-line leader, to corporate CEO. Michael's lessons, when applied, result in cared for, connected, well-trained, and highly motivated teams. But Michael also knows that before you can manage the right team members, you need to find them. So this knowledgeable recruiter also helps his audiences understand how they can use a common sense plan to find and hire the best possible candidates.

Whether engaging Michael for a one-hour keynote, or program of several hours or even days, you can always expect a dynamic presentation, filled with real-life examples and valuable interaction. Every audience will be educated, energized, and equipped with practical lessons.

Michael's signature workshops are ***Coach to the Goal*** and ***Recruit to the Goal***, but he offers a variety of keynotes and breakout sessions that he is happy to customize:

- ◆ The Coach Approach
- ◆ The Power of 'Tough Love' at Work
- ◆ Excellence & Artistry: Creating a Culture that Appreciates Independent Thinkers and Doers
- ◆ How to Give Bad News with Clarity and Grace
- ◆ Objectivity: Your Key to Successful Recruiting
- ◆ Hire for Character and Train for Skill
- ◆ Unleash the Power Within You
- ◆ The Five Steps to Professional Presence



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