

MICHAEL LEE STALLARD AND JASON PANKAU

Fired Up Leadership to Boost Productivity and Innovation



“Connection plays a critical part in improving individual performance. People who are more connected with others fare better than those who are less connected. Because it meets our human needs, connection makes people more trusting, more cooperative, more empathetic, more enthusiastic, more optimistic, more energetic, more creative, and better problem solvers.”

—Michael Lee Stallard and Jason Pankau

The most important element of your company’s success cannot be measured in hours, numbers, or dollars. It cannot be bought, and it isn’t tangible. The most important key to your company’s growth is the connection between your managers and employees and the connection between your employees and your customers. Connection is a bond based on a shared identity, empathy, and understanding that moves self-centered individuals toward group-centered membership. Connectivity is difficult to measure, it is the one thing that can make or break your company.

Authors of the book *Fired Up or Burned Out*, Michael Lee Stallard and Jason Pankau know the importance of the relationships, the connections, and the culture within your company. Stallard and Pankau can help you redefine the way you and your employees work together to increase your task excellence. Working to connect with individuals and to respect people as human beings, not as “human doings,” makes for a meaner, leaner, tighter, and faster company. Stallard and Pankau know that excellence in relationships equals corporate potential.

Michael Lee Stallard and Jason Pankau are the leading authorities on leadership and teams as they relate to employee and customer engagement. Their work has been praised by well-respected leaders in the corporate industry, and is seen as an innovative and indispensable leadership guide for managers and leaders everywhere. Russell Reynolds, Jr., founder and former CEO of Russell Reynolds Associates, writes of their book, “An enthralling and impressive work. It shows how to empower people and create great societies, corporations, and cultures. I’m giving it to everyone in my own firm.”

Together, Stallard and Pankau co-founded E Pluribus Partners, a consulting firm that specializes in helping leaders create “Connection Cultures” to form strong bonds among the management, employees, and customers of an organization. Their recent clients include General Dynamics, General Re, Lockheed Martin, NASA, U.S. Government Accountability Office, U.S. Securities and Exchange Commission, U.S. Department of Treasury, Wachovia, and they look to help your company as well.

THE BACKGROUNDER

Michael Lee Stallard and Jason Pankau are a coaching force ready to overhaul the way your company thinks and acts as a team. In this presentation, Stallard and Pankau will answer the question, “How do we fire up our employees?” and share insights on:

- How the different affects of emotional and rational connections will improve employee retention and your company’s productivity.
- How to utilize psychological human needs for optimal motivation among your workers.
- How to create a shared identity among your team to create a work environment where your employees work for a purpose greater than themselves.

During this program you will learn:

- The core elements of connectivity: human value, inspiring identity, and knowledge flow.
- The enabling elements of connectivity: committed members and servant leaders.
- How to remove the isolationist mentality of high-stressed work environments and effectively measure character in yourself and your employees.

Following the presentation, use the 30-minute question-and-answer period to learn how your organization can increase connectivity and put the “corpus” back in the word corporation.

Prior to founding E Pluribus Partners, Stallard was a managing director, chief marketing and strategy officer at the U.S. Trust business of Charles Schwab and principal, chief marketing officer at the global private wealth management business of Morgan Stanley. The programs identified and implemented by the team he assembled and led at Morgan Stanley contributed to doubling the business unit’s revenues over a two-year period. Michael’s work has been included in *The Wall Street Journal*, *The New York Times*, *Leader to Leader*, *Human Resource Executive*, *Leadership Excellence*, *Chief Learning Officer*, *Fox Business Now*, and more than 20 radio programs.

Mr. Stallard is a sought after speaker, and is a guest lecturer on employee and customer engagement for New York University’s Stern School of Business and The University of Virginia’s Darden School of Business. Michael has a bachelor’s degree in marketing from Illinois State University, an M.B.A. from University of Texas Permian Basin, and a J.D. from DePaul University Law School. He was admitted to the Illinois bar in 1991. Michael is married and has two daughters.

Mr. Pankau is the president of Life Spring Network, an organization that trains and coaches people to realize life’s potential. He is a sought after author, speaker, organizational consultant, and life coach and his work has been featured in *Leader to Leader* and *Leadership Excellence*. Jason earned a B.S. from Brown University in business economics and organizational behavior/ management. He was captain and pre-season All-American linebacker in football, school record holder in discus, and national qualifier in track while at Brown. Jason earned a Masters of Divinity from Southern Theological Seminary and is currently finishing a Doctorate in Leadership. Mr. Pankau is married and has two daughters and two sons.