

MEISENHEIMER FORD

because strategy is king

The significant problems we face cannot be solved at the same level of thinking we were at when we created them.

— ALBERT EINSTEIN

This quote underscores the approach Steve Meisenheimer, management consultant and speaker, brings to his audiences. When business plateaus, profits decline or management loses its vision, the CEO is solely responsible for bringing the organization back on track and keeping it there. This often requires an objective viewpoint from someone who has been down those roads and can both inspire and share the principles necessary to get through times of difficult transition. With humor, clarity and the understanding of someone who has been there, Meisenheimer shares the key strategies business leaders and owners need to adopt to successfully position their organizations.

“Great confidence and presence as a speaker. Well-spoken and delivered, and clearly knowledgeable on strategy.”

— TARA GODFREY, BREAKTHROUGH CONCEPTS.

“The attendees rated Steve’s presentation with highest marks and praising comments like ‘great presenter,’ ‘concise and specific,’ and ‘it was fabulous.’ You don’t get these remarks unless your content and style exceed your audience’s expectations.”

— TOM GUNN,

EXECUTIVE DIRECTOR,

ARIZONA SMALL

BUSINESS ASSOCIATION



STEVE MEISENHEIMER MANAGEMENT CONSULTANT & SPEAKER

GENERAL BUSINESS TOPICS

Business Leadership, Business Motivation, General Business, Growth, Marketing, Strategic Planning

SPECIFIC KEYNOTE PRESENTATIONS (30 – 45 MINUTES)

- A Life Fully Lived
- Strategy -- The Missing Link
- The Call of a Leader

SPECIFIC TRAINING PROGRAMS (1-4 HOURS)

- Excellent Sales Management
- Marketing the Small Business
- Strategy -- The Missing Link

For additional information on specific presentations and fees, contact Meisenheimer Ford at sm@meisenheimerford.com, or 602-889-0155.

BIOGRAPHY

At age 16, Steve Meisenheimer began trimming trees after school and on weekends to earn spending money. By 29, this part-time job grew to become Trees Plus, the largest tree service in Arizona, with headquarters in Phoenix and offices throughout the state.

Over the years, Meisenheimer bought and sold several companies that complemented this original business, experimenting with various growth strategies and learning the leading causes of success...and failure. In 2001, while maintaining interest in Fortis LandCare, one of his original companies, he launched his speaking and management consulting firm, Meisenheimer Ford, with partner Peter Ford, to share his real-life experiences and the wisdom he has gained along the way.

A strategic thinker with down-to-earth, practical applications, Meisenheimer shepherds CEOs and their businesses through the rough waters of transition and growth, often taking on Goliath with David's budget. Consulting with \$1 million to \$30 million companies, Meisenheimer has lent his expertise to organizations in numerous industries, including construction, service and manufacturing. Audiences benefit from his experience and knowledge, gaining both practical advice and the passion and contagious enthusiasm of a true success story.

Speaking clients have included Pizza Hut, Independent Insurance Agents of America, the Small Business Development Center, Arizona Small Business Association, the National Association of Insurance and Financial Advisors, the Institute of Management Consultants, and the Toastmasters International Annual Conference.

*"As the insurance industry becomes all the more competitive, the principles Steve shared are becoming the hallmark of a **successful** agent. He covered several hours of information in just 30 minutes, and was so well prepared, and the information so on target, I know he will be invited back again."*

— DAVID BINSFELD, CIC, LUTCF, ARM,
VICE PRESIDENT,
GENERAL SOUTHWEST
INSURANCE AGENCY

*"Steve's entrepreneurial roots and history in business have afforded him tremendous insights that permeate his presentations. He fully engages his audiences with his sincerity, wit and astute understanding of **leadership** and business."*

— STEVEN D. MARCHAL, CPA, SEMPLE & COOPER



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MANAGEMENT CONSULTANT & SPEAKER

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