

About Michael Futterman

Leadership Coaching, Workshops, Keynote Speaking

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20+ years experience as a featured speaker to B2B and B2B2C audiences worldwide

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MA Organizational Psychology, Columbia University

Testimonials

"Kind of like Yoda"

"Fully focused on helping me understand my 'why' and positively but pragmatically crafting my story"

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Former Outward Bound instructor

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Leadership, organizational, and team effectiveness consultant for Fortune 500 Companies with 20+ years in financial services industry

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Certified in multiple Psychometric Instruments

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Multiple lead roles in learning and development for several major financial institutions

"Holds space to allow me to work through what's going on while holding up a mirror for me to see my part in it"

"Asks better questions than anyone I know"



Coaching

One-to-One or Group conversations at the intersection of Psychology and Execution

There When You Need It

- Clients can use the service when needed without being limited by a set number of hours per month.

Agendaless but Accountability Oriented

- Engagements are driven by client concerns and needs. Outcomes are the result of identifying goals, resources needed and results measurement.

Growth Oriented - Strength Focused

- Changing what is to what could be hinges on stretching the comfort zone AND using existing strengths. My coaching style uses 360 feedback, psychometrics, and straightforward talk to encourage new habits while protecting useful ones.

Possible Coaching Topics

- Creating a "wow" experience, vision & company culture, leadership, effective communication, impactful presentations, and public speaking.

Workshops & Consulting

Team effectiveness

- Facilitating team offsites
- Guiding team formation, development & optimization
- Roles, Responsibilities and Competencies

Client & Employee Experience

- Creating impactful experiences that drive loyalty
- Differentiating yourself as an employer of choice

Strategic Prioritization

- Workshopping your top one and two initiatives
- Learning to leverage productive constraint

Case Studies

- Team dysfunction: Designed two day offsite for elite but underperforming Financial Services team to reconfigure structure and decision making process. Resulted in 40% increase in revenue 12m post engagement.
- Company expansion: Facilitated team expansion from 2 to 4 members using psychometric tools, individual coaching and creation of job descriptions aligned with organizational needs.

Keynote Speaking

A featured speaker at many conferences around the world, I use a conversational, edutaining style to encourage, motivate and inspire.

I collaborate with the client to determine the best approach and format for the event, and customize the presentation development and delivery with powerful messaging that resonates with the audience.

My presentations are designed to ensure that the audience leaves feeling inspired and equipped with the necessary tools to take action.

Featured Topics Include

- Extraordinary Teams : The key components to forming, building, and optimizing your team
- Using Type Two Fun to Drive Engagement
- Brand Supercharger - Becoming the Brand/Employer of Choice
- Mastering Your Mind - Stress Management
- Referrals Refined: Putting the idea of brand advocacy in the heads of your best clients