



STEPHEN M.R. COVEY

Best-Selling Author of The Speed of Trust, Top Business Advisor and Thought Leader on
Ethics, Trust and Leadership

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- New York Times and #1 Wall Street Journal bestselling author of The SPEED of Trust
 - Cofounder of FranklinCovey's Global Speed of Trust Practice and CoveyLink
 - Former CEO of Covey Leadership Center
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Stephen M. R. Covey is a cofounder of FranklinCovey's Global Speed of Trust Practice and CoveyLink. A sought-after and compelling keynote speaker and advisor on trust, leadership, ethics, and high performance, he speaks to audiences around the world.

He is the New York Times and #1 Wall Street Journal bestselling author of The SPEED of Trust, a groundbreaking and paradigm-shifting book that challenges our age-old assumption that trust is merely a soft, social virtue and instead demonstrates that trust is a hard-edged,

economic driver. He and his business partner Greg Link recently co-authored *Smart Trust: The Defining Skill that Transforms Managers into Leaders*, which shares enlightening principles and anecdotes of people and organization that are achieving unprecedented success from high-trust relationships and cultures.

Stephen advocates that the ability to establish, grow, extend, and restore trust with all stakeholders is the critical leadership competency of the new global economy. He passionately delivers this message and is dedicated to enabling individuals and organizations to reap the dividends of high trust throughout the world. Audiences and organizations alike resonate with his informed, practical approach to real-time issues that affect their immediate and long-term performance.

He is the former CEO of Covey Leadership Center, which, under his stewardship, became the largest leadership development company in the world. Covey personally led the strategy that propelled his father's book, Dr. Stephen R. Covey's *The 7 Habits of Highly Effective People*, to one of the two most influential business books of the 20th Century, according to *CEO Magazine*. A Harvard MBA, he joined Covey Leadership Center as a Client Developer and later became National Sales Manager and then President & CEO.

Under Covey's direction, the company grew rapidly and profitably, achieving Inc. 500 status. As President & CEO, he nearly doubled revenues to over \$110 million while increasing profits by 12 times. During that period, both customer and employee trust reached new highs and the company expanded throughout the world into over 40 countries. This greatly increased the value of the brand and company. The company was valued at only \$2.4 million when Covey was named CEO, and, within three years, he grew shareholder value to \$160 million in a merger he orchestrated with then Franklin Quest to form FranklinCovey.

Over the years, Covey has gained considerable respect and influence with executives and leaders of Fortune 500 companies as well as with mid- and small-sized private sector and public sector organizations he's consulted. Clients recognize his unique perspective on real-world organizational issues based on his practical experience as a former CEO.

Covey currently serves on the board/advisory board of several entities, including the Human Performance Institute—the leader in energy management technology—where he serves as

Advisory Board Chairman.

Covey resides with his wife and children in the shadows of the Rocky Mountains.

TEMAS

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- Sales

PROGRAMAS

Leading at the Speed of Trust

Trust is hard, real, and quantifiable. It measurably affects both speed and cost. A function of character and competence, trust can be created and destroyed, effectively taught and learned. In most cases, lost trust can even be restored.

This fast-paced and engaging presentation dramatically reveals TRUST as the hidden variable that will become your most leverage-able tool, giving you a distinct strategic advantage. We call it "Leading at the SPEED of TRUST."

By framing trust in a new light this presentation will:

- 1) Make the business and economic case for trust.
- 2) Show how the ability to generate trust is the critical leadership competency in this new,

global economy.

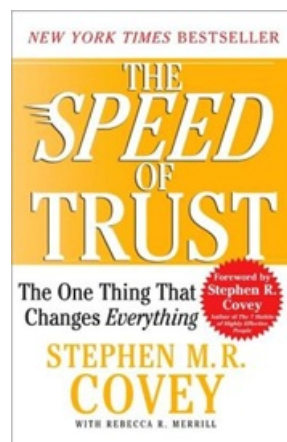
3) Demonstrate how to master the skill of engendering trust both personally and in your organization.

13 Behaviors of High Trust Leaders

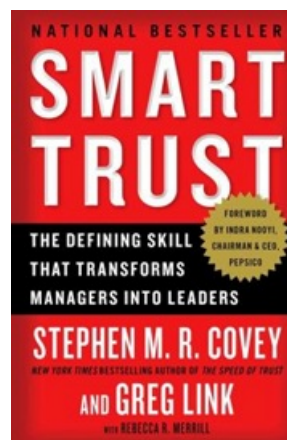
Beyond Compliance: An Inside Out Approach to High Trust Leadership

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THE SPEED OF TRUST



SMART TRUST
