

# Whit Mitchell

Executive Coach, Speaker, Author



Whit Mitchell is a team dynamics expert, executive coach, professional speaker and author of **Working in Sync: How Eleven Dartmouth Athletes Propelled Their College Sports Experience into Professional Excellence**. He is the founder and CEO of Working InSync International. Over the past 30 years, Whit has worked with startup companies, non-profits, professional organizations and a mix of Fortune 500 companies and public and private businesses.

Whit has worked with a variety of organizations to help them create and build dynamic teams. He helps teams work effectively together, develop skills that are critical to their success, and discover ways to build better relationships both inside and outside their organizations. Whit works with organizations to create teams that are positioned properly in the marketplace with a concise focused plan for staying on track.

Whit's experience with teams started as a rowing coach at the University of New Hampshire and continued into his career as an Executive Coach. In addition to his expertise in team development, Whit has worked with top executive development programs at Tuck School of Business, Harvard University and Columbia University. His work with athletes and coaches include the U.S. Olympic Rowing Teams, Dartmouth College, The United States Coast Guard Academy and The University of New Hampshire.

“ Whit brings a fresh perspective to many of the old business “standards” and consistently writes new material, turning much of his corporate experience into very lively tales that provide valuable lessons. ”

## Speaking

Whit's down-to-earth, warm personality and engaging style allows him to truly connect with audiences. Using his life-changing personal experiences, Whit weaves a winning combination of storytelling, humor and down-to-business action points that inspire people to examine their behavior and challenge them to do and be more.

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Over the course of the past ten years Whit has given numerous presentations to our entire office. Whit is warm, friendly, direct, clear, concise and produces a great value for time spent. Across the board, every single agent and staff member has commented that Whit Mitchell's seminars and presentations are some of the best we have ever experienced. I still get positive feedback from agents years later.

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– Edward Redpath, Owner Coldwell Banker Redpath & Co Realtors

## Topics

Whit speaks on any issue related to team development, communication and leadership. The following are Whit's five most relevant presentations:

### The Power Within: Re-engaging the Workforce for Recovery and Growth

In this enlightening presentation, Whit discusses the need for companies to be proactive in forecasting their human capital needs in advance for future success. He provides insights on why engagement matters more today than ever before and how best to cultivate undeveloped talent within the organization.

### Decoding the Communication Challenges

Leaders must possess the ability to build relationships with everyone relevant to the success of an engagement or transaction. In this talk, Whit shares his thoughts on why good leadership relies on advanced soft skills and provides tips that will help maximize effective communication between peers, colleagues and customers.

### Adapt Selling Styles to Ignite Buying

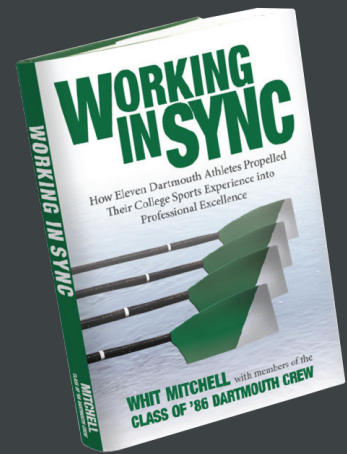
Salespeople need to be able to build relationships easily and quickly with all kinds of buyers. Based on a step-by-step approach, Whit demonstrates how to recognize a buyer's behavioral style and expectations as well as adapt and adjust your own style resulting in a greater percentage of win-wins.

### How to Make Work More Fun Through Values-Driven Leadership

In this thought-provoking talk, Whit reveals a self-discovery process that will teach leaders how to exercise influence and make better decisions. He will share knowledgeable tools that will take leadership skills to the next level and lead to tangible results.

### As Far As Our Eyes Can See

In this talk, Whit identifies the six motivators or filters that all people use to process information and make decisions. He will show you the benefit of letting go of established ideas, assumptions and practices and see the world with new eyes. Learn how to unlock the potential to communicate and be more effective.



## FRESH PERSPECTIVES



Whit Mitchell is one of the most engaging facilitators I have worked with. His style puts the audience at ease and makes learning fun.



– Mobil Oil

Whit is available for keynotes, ½ day and full day workshops and webinars.



For more information or to book Ron for an event, please email Sharon Brooks at [sharon@price-associates.com](mailto:sharon@price-associates.com) or call (208) 442-0556

