

## Susan Ershler

History-Making Mountain Climber and Business Executive

**Reaching New Heights: Everest & Beyond™.** No matter how impossible they may seem, your dreams for personal and professional success are never truly out of reach if you Project • Prepare • Persevere®. This is the systematic approach to high achievement Susan Ershler developed while simultaneously climbing the world's tallest mountains and leading sales organizations at some of the nation's largest corporations.

On May 16, 2002, Susan and her husband Phil made history as the first couple to stand together at the summit of Mount Everest, capping their decade-long odyssey to climb the Seven Summits; the highest mountains on each of the seven continents. In her stirring keynote, Susan tells the amazing story of their Everest experience, the setbacks they overcame along the way, and their triumphant return to reach the summit. She also shares the road-tested strategies she developed that can empower anyone to overcome their perceived limitations and achieve seemingly impossible goals.

**Conquering the Seven Summits of Sales®.** Is your sales organization achieving its true potential? What strategies and techniques would transform your sales team into a dynamic force for revenue growth and customer satisfaction?

For two decades, Susan Ershler rose through the ranks of sales leadership while simultaneously climbing the highest mountain on each of the seven continents. Now, her mission is to help others secure the financial rewards and personal fulfillment that come with being a top performer.

In this presentation, Susan shares the Seven Summit principals that every sales professional must master to consistently achieve top performance year after year. She describes the Project • Prepare • Persevere® methodology that enabled her to lead her sales team to achieve a seemingly impossible \$300M revenue goal. She also provides practical techniques for overcoming real-world sales challenges and blowing away the numbers. Attendees will walk away inspired to excel and ready to meet Everest-sized revenue objectives.

**Conquering the Seven Summits of Peak Performance®.** In today's increasingly competitive business environment, it takes vision, planning and perseverance to reach the pinnacle of career achievement. Are you ready to see your career trajectory accelerate into the stratosphere? Then Susan Ershler's Project • Prepare • Persevere® methodology is your key to becoming a peak performer and reaching the pinnacle of personal and professional success.

In this inspiring presentation, Susan shares the Seven Summit principles that *every* business professional must master to consistently achieve top performance year after year. She also describes practical techniques for overcoming real-world business challenges and securing the financial rewards and personal fulfillment that come with being a top performer. Attendees will leave confident, inspired, and equipped with the tools they need to achieve peak performance and realize their dreams.

**Leading Teams to Peak Performance™.** On the mountains, successful expedition leaders think like guides, not climbers. In the business world, the most successful leaders think like CEOs. They inspire and lead by example.

Susan is an expert practitioner in the art of sales leadership. Throughout her career, she has excelled at building and leading teams that achieve exceptional, sometimes life-changing results. In this inspiring presentation, Susan shares the Project • Prepare • Persevere® methodology that enabled her to lead her sales team to achieve a seemingly impossible \$300M revenue goal while simultaneously climbing the Seven Summits; the highest mountain on each of the seven continents.

Drawing on her knowledge and experience, Susan shows why the best leaders are much more than top performers themselves. They enable every member of their team to overcome their perceived limitations by learning to commit to their team's shared vision of success. Attendees will walk away with the leadership skills they need to help their teams win the recognition and rewards that accrue to top performers.

**Personal Best, Professional Best.** Susan learned an important, simple truth from her quest to reach the top of Everest: to achieve something that seems impossible, you've got to first set the goal, then prepare, then keep going until you get there. She and her husband, Phil, were the first couple to climb the Seven Summits not because they were superhuman, but because they were humans who kept going. Susan believes that's what

achievement is made of. Personal and professional successes go to those who show up and do the work — until they reach their goals.

How do you achieve your dreams in both your personal and business life — especially the ones that seem impossible? In this inspiring presentation, Susan shares her road-tested methods for combining a demanding job with a fulfilling life, while still achieving all that you desire. **Project, Prepare, Persevere®**.

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