Yes, He's a Funny Motivational Speaker... But Don't Let the Laughter Fool You!

Whether you need to motivate your sales and service team, improve employee morale, instill strong leadership skills, deal with stress or embrace change, Steve Rizzo's Common Sense Success Strategies will take your audience to the next level. As one of his clients said, “Never has my group learned so much and laughed so hard in one sitting!”

“Steve Rizzo’s programs are indispensable tools for maximizing your success and happiness, while challenging you to confront your inner fears and to explore the outside world. His Attitude Adjustment Strategies teach you how to SHIFT your way of thinking and to laugh at them both.”

— Anthony Robbins, Author

Awaken the Giant Within and Unlimited Power

Once upon a time, Steve Rizzo was told by a guidance counselor that he didn’t have the intelligence for college. A few years later, he was saddled with the dubious high school honor of being voted “Least Likely to Succeed.”

Steve went on to surprise everyone, including himself, by excelling with honors at the university and post-graduate levels. Eventually, he even taught English at his old high school and was a counselor for students with behavioral problems, proving once and for all that guidance counselors are not fortune-tellers.

Steve would go on to stellar success as a national headline comedian and starred in his very own Showtime comedy special, earning him honors as a Showtime Comedy All-Star.

But the surprises didn’t stop there.

At the pinnacle his stand-up career, Steve walked away from comedy to pursue his true purpose and passion—to show people how to shift their focus and way of thinking, to discover more joy and enthusiasm, increased productivity and greater levels of success.

Steve offers more than the usual nuts and bolts on how to succeed. He stresses the importance of enjoying yourself during the process of achieving your goals, and building a solid foundation to stand on when all else fails, because he absolutely knows that no matter what circumstances we find ourselves in, attitude is everything.

When Steve Rizzo shares his blueprint for success with Fortune 500 companies and associations across the globe, he delivers a powerful message for living an extraordinary life, because he lives the Common Sense Success Strategies that have made him a member of prestigious Speakers Hall of Fame—an honor bestowed on fewer than 250 speakers worldwide since 1977.

Steve is the author of the bestselling books Motivate THIS! and Get Your SHIFT Together. He is a regular contributor for Success magazine and often called upon as the go-to guy on the topic of personal and professional development for many network, cable and radio media outlets.
STEVE RIZZO

TOPICS

DRILLING FOR OPTIMISM! TAPPING INTO OUR MOST VALUABLE NATURAL RESOURCE
(Can Be Performed As A Virtual Program)

Even amid a worldwide pandemic, opportunities don't disappear; they simply manifest in new and different ways. Optimism is the key to being able to recognize these opportunities when they arise. This program examines the real power of optimism as a currency that creates storm-weathering attitudes and allows the flexibility to identify alternate routes to success – even in this challenging climate.

Only the optimistic survive, and Steve delivers the Common Sense Success Strategies necessary for tapping into the positive reserves within each of us. Prepare to dig deep and learn why Steve is known affectionately as the “Attitude Adjuster.”

“Faith is the intangible force that comes to the rescue when your beliefs begin to falter.” – Steve Rizzo

Your attendees will learn how to...
• SHIFT their focus and way of thinking to transform these challenging times into opportunities.
• Embrace Change while enjoying the process.
• Start each day with an unstoppable attitude to succeed regardless of their circumstances.
• Unleash the power of their “Humor Beings” throughout the day.
• Make a significant difference for your associates, customers and family.

MOTIVATE THIS! HOW TO START EACH DAY WITH AN UNSTOPPABLE ATTITUDE TO SUCCEED REGARDLESS OF YOUR CIRCUMSTANCES

The word THIS in the title refers to you. How motivated are you on any given day? One of the biggest challenges we face today both professionally and personally is staying motivated and enthusiastic for more than just a few days. This one-of-a-kind presentation introduces Common Sense Success Strategies that will take you to a better place in business and in life. We go through the course of our lives and allow circumstances, events, situations and people to suck the energy right out of us. With the right strategies, we can bounce back, take control and forge ahead. MOTIVATE THIS is filled with Steve Rizzo’s distinctive brand of humor, insightful stories and mind-altering strategies that will elevate your overall degree of motivation, regardless of your circumstances. It’s an indispensable tool for maximizing your success and happiness.

You will learn...
• The key to starting your day with an unstoppable attitude
• The significance of the phrase “You Become What You Think About”
• The spark that ignites passion and enthusiasm
• The fuel that drives motivation
• The importance of developing a set of “feel good” habits
STEVE RIZZO

TOPICS

GET YOUR SHIFT TOGETHER: HOW TO THINK, LAUGH & ENJOY YOUR WAY TO SUCCESS IN BUSINESS & IN LIFE
This entertaining and content-rich program reveals the secrets of how to SHIFT your focus and way of thinking to create permanent change and a lasting positive attitude. Only the optimistic persevere, and Steve delivers the strategies necessary for tapping into the positive reserves that enable us not only to achieve our goals, but to enjoy the journey of life, both personally and professionally. Learn why Steve is affectionately known as the “Attitude Adjuster.”

In GET YOUR SHIFT TOGETHER, Steve will show your group how to...
• SHIFT their way of thinking to get the results they want
• Maintain emotional stability and eliminate stress
• Enjoy themselves during the process of achieving their goals
• Create lifelong habits for success and happiness in business and in life

DON'T JUST ACCEPT CHANGE, EMBRACE IT!
Many people have a difficult time with it, but in its inevitable process are the seeds of great growth. You just have to stop resisting long enough to plant them. Steve will show your group how to embrace one of the biggest challenges in both the workplace and in our personal lives...CHANGE. Discover the essential steps to surmounting change and achieving the success that lies on the other side.

In Don't Just Accept Change, Embrace It!, you will learn the secrets of...
• Being optimistic and eliminating negative self-talk
• Enjoying yourself during the process of change
• Overcoming the stress and fear associated with change
• Using your “Humor Being” as a strategy to grow with change
• Shifting your attitude to get the results you want

RIZZO'S LEADERSHIP SECRETS
True leaders inspire, motivate and lead the charge to success boldly, regardless of their circumstances. In this lively, engaging program, Steve shares inspiring stories of extraordinary people and the intangible secrets that define them as true leaders. This program is based on Steve's exclusive interviews with C-level executives, industry leaders and everyday achievers. Laugh along with Steve while you learn how to lead so others will follow you anywhere.

In Rizzo's Leadership Secrets, you will learn the secrets of...
• Extraordinary leaders that inspire, intrigue and exhilarate
• How to start each day with an unstoppable attitude to succeed
• Winning ways of thinking that change obstacles into opportunities
• Seeing the brighter alternative to a potentially negative situation
• What true leaders know that 99% of ordinary people don't
TOPICS

**MOTIVATE THIS! FOR SALES & SERVICE**
The biggest challenge people in sales face today is staying optimistic and motivated to be at their best for more than just a few days.

“Nothing keeps salespeople from being productive and achieving their sales goals more than harboring negative feelings or having a bad attitude during the process.” – Steve Rizzo

Studies have shown that our brain has a negative bias. We tend to fixate on what isn’t working in life rather than focusing on the positive factors. Motivate THIS! is a guide to shifting your sales team's thought process so they are programmed for success—regardless of their circumstances. It provides them with a foundation to stand on when the nuts and bolts fail and the ratio of “Nos” outweighs the “Yeses.”

Steve's Common Sense Success Strategies will enable your sales team to transform their perspective so they can view challenges and setbacks through a more positive lens.

Steve will show your group how to...

- SHIFT their way of thinking to get the results they want.
- Train themselves to feel good, be resilient and stay motivated throughout the day. Every day!
- Develop skills that will eliminate the Curse of Negative Self-Talk.
- Improve their focus and commitment to achieving their sales goals.
- Enjoy the journey toward their goals.

**TAKE THIS JOB AND LOVE IT!**
After being told by a guidance counselor that he didn’t have the intelligence to make it through college and then being saddled with the dubious high school honor of “Least Likely to Succeed,” Steve Rizzo didn’t give himself much of a chance to emerge as anything special, much less an honors college graduate, a teacher, a counselor for students with behavioral problems, a national headline comedian, an author and a Hall of Fame Speaker.

Steve teaches educators how to acquire the attitude they need to achieve their goals in and out of the classroom—while actually enjoying the process! “Enjoyment is the spark that ignites passion and enthusiasm,” Steve says. “Teaching without passion and enthusiasm is merely going through the motions. Passion and enthusiasm give you the strength to go the extra mile that could make a difference in a young person's life.”

Let Steve show your group how to perform and deliver far beyond their expectations, individually and as a team.

Your group will learn how to...

- Start each day with an unstoppable attitude to succeed.
- Have fun and enjoy the process.
- Create new ways of thinking that will turn obstacles into opportunities.
- Shift their focus to see a brighter alternative to a negative situation.
STEVE RIZZO

TOPICS

WHY NOT ENJOY THE PROCESS?
We spend most of our waking hours at our place of employment and much of our leisure time thinking about it. We can let the stress, fast pace and challenges control our emotions, or we can lighten up, have fun and enjoy the process. It’s always a matter of choice!

Steve Rizzo will reveal how to manage the everyday pressures that can stifle productivity and creativity in the workplace.

In this program, Steve will show your group how to...
• Enjoy the Process regardless of their circumstances
• Find the Laughter in between and during the tough times
• See the Brighter Alternative to a potentially negative situation
• SHIFT their way of thinking to eliminate stress
STEVIE RIZZO

CLIENT LIST

AMERICAN AIRLINES
AMERICAN HEALTHCARE RADIOLOGY ASSOCIATION
BASS PRO SHOPS
BEST BUY
CIA
COLDWELL BANKER
CULLIGAN
DOLE FOOD COMPANY
DUNKIN’ DONUTS
FANTASTIC SAM’S
FBI
FDIC FEDERAL DEPOSIT INSURANCE CORPORATION
HORMEL FOODS
HUMANA
HYATT HOTELS CORPORATION
IGA
IN-N-OUT BURGERS, INC
JP MORGAN CHASE
LEXMARK
LIBERTY MUTUAL
MARRIOTT
METLIFE
MICROSOFT CORPORATION
MITSUBISHI MOTORS
PFIZER, INC
PRUDENTIAL
SAFEWAY, INC.
SALLY BEAUTY COMPANY
SHERWIN-WILLIAMS
STATE FARM
SUN LIFE FINANCIAL
THE HARTFORD INSURANCE COMPANY
TIBURON
VERIZON WIRELESS
WASHINGTON MUTUAL BANK
WELLPOINT
STEVE RIZZO

TESTIMONIALS

“Steve Rizzo delivered what he promised when we hired him, i.e., to be the best keynote speaker we’ve ever had! I can honestly say that in the 18 years I have been attending National Sales meetings and organizing them for the past 5 years with Enterprise, nobody has delivered quite like Steve did. The feedback we got from our sales team immediately following his speech indicated that I am not the only person that feels this way. I know our folks left ready to tackle their sales goals with a renewed energy and definitely a better attitude!”

Tom Chelew
Vice President, Sales & Marketing
Enterprise Fleet Management

“WOW! You nailed it! Your ability to connect with people is truly a gift. Thank you for a captivating performance! I speak for our management team as well as our top sales producers when I say that we enjoyed every moment of your presentation on Common Sense Success Strategies. I’ve been to many seminars and helped host numerous company events with celebrity keynote speakers...you truly stand out in your ability to inspire and motivate through your expert use of humor and inspiring personal and professional anecdotes.”

Joel Sanders
Director of Marketing & Communications
United Northern Mortgage Bankers

“Steve’s presentation was the BEST of the BEST and provided a message with laughter and kept each one of us fully engaged. I have NEVER received more recognition and positive comments from our clients, guests, and Senior Management team than I did from Steve Rizzo’s presentation. Thank you Steve, for an outstanding presentation and for making our event not only a success, but the BEST we ever had!”

Wayne Carpenter
Director of Client Relations
Hartford Insurance Companies

“‘It is refreshing to have the chance to hear a powerful and potentially life-altering message while having the opportunity to laugh through it. Your message was especially timely as all of us walked into a market storm this morning. The Coronavirus certainly brings new challenges to our business – but I know our folks will embrace your strategies and persevere during times like this and harness their potential.’

Aaron DeHooq
CEO and Executive Publisher
Amanda K. Goss
Chief Operating Officer

“We can say without any hesitation, your performance, both as emcee and motivational speaker was outstanding. You were an effortless hit and you must have known it from the reaction of the audience. We have heard nothing but raves about how good you were. It’s also obvious by the survey results that we received back from our qualifiers and their families, they were definitely entertained!!! It’s such a good feeling as a meeting planner, to hear throughout the conference the wonderful things people were saying about you. Many were trying to imitate your humor, but they just didn’t quite match up to you! Thank you so much for entertaining our group. I think we can all agree that you truly are one of the funniest people we’ve ever known. Our best wishes for the future!”

Christy Corey, Linda Davis, Cindy Wheaton
Meeting Planners
Nationwide Insurance
STEFANO BRUNO

TESTIMONIALS

“Steve was the keynote speaker at our largest client event, which consisted of CEOs, Presidents and Executives from some of the top financial companies in the country. The result... everyone was blown away! His message was so simple and so relatable—everyone walked away knowing how to Get Their SHIFT Together! Even better than that alone, we had a great time with Steve. He was hilarious on and off the platform and took the initiative to understand the audience ahead of time. [He] absolutely nailed a message that is timeless and needs to be heard by companies and businesses everywhere. We'll be asking him back again in the near future. I would highly recommend Steve as an impactful and memorable speaker.”

Jason E. Lea, CFP
Brokers’ Service Marketing Group

“Steve Rizzo spoke for our audience of around 600 frontline travel agents. He knocked it out of the park! His combination of business strategies and humor resonated with the young, old and in-between. He talked about getting your SHIFT together and showed us how to go through the day with an unstoppable attitude to succeed. A standing ovation by all 600 attendees was truly a sight to see! In addition, it was wonderful to see countless attendees approach him to say thank you.”

Nichol Druckemiller
Manager - Business Development
American Express Travel & Lifestyle Services

“Thank you for the outstanding speech you gave at our recent ‘Sales Intensity’ event. You brought the crowd back from the dead and had them screaming for more. Your humor was hilarious and your message hit home. You are one of the Best Speakers we have seen.”

David Friedberg
Director of Marketing
Marriott Hotels, Resorts & Suites

“Your performance was greater than anything we could have anticipated. The combined seminar of ‘Humor in the Workplace’ and ‘Don’t Just Accept Change – Embrace It’ provided just the message we hoped for. Your delivery provided a very strong message in an entertaining, thought provoking and stimulating manner. We received very positive feedback from our associates.”

Michael Holmes
Auto Operations Manager
State Farm Insurance Companies

“Our salespeople rated your presentation at 98%—higher than any other element of the meeting including the location (Kohala Coast, Hawaii). Comments from our salespeople include: ‘Steve Rizzo is the best speaker I have ever heard at any event in my 30 years in business. Steve Rizzo was outstanding.’ His message was not only valuable to the Fortis employees, but their spouses and guests as well. Steve Rizzo’s presentation was so poignant and powerful that I ordered copies of his book for our entire office staff. Your message really made a difference in peoples’ lives, Steve. And that is the greatest gift anyone can hope to impart to others.”

Kathy A. Kelley
Second Vice President, Marketing & Sales Communications
Fortis Benefits Insurance Company
STEVE RIZZO

TESTIMONIALS

“You are by far one of the top inspirational speakers I have heard over the past 10 years. I sure hope that we have another opportunity to work together in years to come. You are by far one of the top inspirational speakers I have heard over the past 10 years. I sure hope that we have another opportunity to work together in years to come.”

Diane Robinson
Assistant Director
Meetings & Programs, Lincoln Financial Group

“WOw! Sales people are a tough crowd and you absolutely nailed it! I can't thank you enough for the mix of humor, purpose and passion you brought to the conference. You have a talent of drawing in a crowd and reminding them what business and life are all about!”

Sherry Graziano
Business Project Manager, Vice President, Sales Excellence
SunTrust

“The general consensus of our staff was that you were outstanding! Their comments included: 'Outstanding ... extremely motivating and inspiring,' ‘Steve gave us the challenge and permission to use humor at the workplace and in our personal life.' ‘What an EMOTION BUILDER!' ‘Great customer service affirmation.’”

Lynn April Hartline
Deputy Superintendent
Orange County Department of Education

“I attended the workshop conducted by Steve Rizzo in Hartford, CT. He was delightful and was exactly what I needed at the moment. I bought the tickets with my daughter in mind who faces some chronic health issues. Little did I know that just days before the workshop I was hit with some life changing news that will cause much stress for me now and in the future. It was the best thing that could have happened to me at this time, seeing Steve Rizzo that is.”

Jeannie
Workshop Attendee

“Bravo! Bravo! Bravo! Your presentation at our Employee Workshop on humor and embracing change was outstanding. The feedback from our employees has been tremendous. When asked what topic or activity they valued the most about the workshop, 99% of them responded with Steve Rizzo. Your message was inspiring and very appropriate for our current situation. We are all aspiring to be ‘Humor Beings’.”

Karen A. Buche, SPHR
Vice President, Financial Services & Human Resources
Centris Federal Credit Union

“Every evaluation remarked on the excellence of your performance. Sales consultants told me that they finally realized why last year had been so difficult, namely because they failed to find any humor in the amount of work they were asked to produce. Managers are now walking around talking about having ‘options.’ Your message of optimism was direct and yet by delivering it with the delightful stories and anecdotes, you reached out and touched our employees in a most profound way. I sincerely hope we will have other opportunities to witness the wonder of Steve Rizzo...he’s a man with a most unique humor being!”

Christine A. Kirkham
Vice President of Humor Beings
Scholastic Book Fairs