



Michelle Tillis Lederman, CPA, MBA, PCC

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Executiveessentials.org

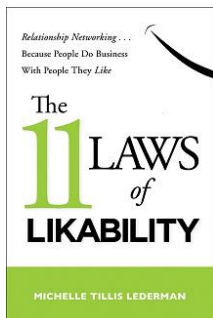
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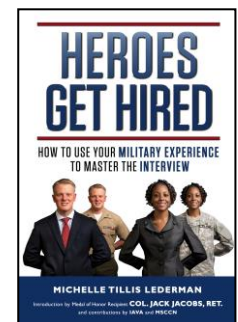
Michelle Tillis Lederman, author of *The 11 Laws of Likability* (AMACOM 2011) and *Heroes Get Hired* (NBC Publishing 2013), is the founder of Executive Essentials, a training company that provides communications and leadership programs, as well as executive coaching services. Michelle believes real relationships lead to real results and specializes in teaching people how to communicate with confidence, clarity, and connection. She has delivered seminars internationally for fortune 500 companies, universities, high schools, and non profit organizations including; JPMorgan Chase, Morgan Stanley, Citibank, Deutsche Bank, Columbia Business School, MetLife, Target, Sony Music, Jazz at Lincoln Center, and The Museum of Modern Art. Michelle was an Adjunct Professor at NYU's Stern School of Business and serves on the faculty of the American Management Association and Rutgers Center for management Development.



Michelle's has appeared on NBC, CBS, Fox, and over 100 radio shows across the country including; Gayle King, NPR, and Martha Stewart Living. She has been quoted in the New York Times, The Star Ledger, Working Mother and Real Simple magazines, US News & World Report, on MSNBC, and Monster.com among others. Her book, articles, quizzes and videos have been featured on USA Today, AOL, Forbes, CNBC, and About.com.

Michelle spent ten years in finance beginning her career as a CPA in Arthur Andersen's audit practice, later joining Primedia as a mergers & acquisitions analyst. Her experience ranges from venture capital to hedge funds and includes positions as a financial strategist with Deloitte Consulting, a hedge fund investment adviser for HypoVereins Bank, and a director of communications at Investor Analytics, an alternative asset risk management firm.

Michelle is involved in extensive volunteer and community advocacy. She has developed a youth curriculum called Leadership Essentials which provides workshop and assembly programs. Having reached thousands of teens, it is her mission to bring these critical communication and life skills to high school students to increase their likelihood of success. As an animal advocate, she has organized multiple benefits to raise awareness and donations for domestic and exotic animal rescue.



She received her BS, Summa Cum Laude, in Accounting and Communications from Lehigh University, her MBA, with honors, from Columbia Business School, and her coaching certification from the Institute for Professional Empowerment Coaching and is accredited by the International Coaching Federation. Michelle is certified in numerous assessment tools including Myers Briggs (MBTI), Lominger Voices 360, Whole Brain (NBI), Social Styles, Thomas Kikman (TKI), and Insights Inventory. Michelle is a member of the National Speakers Association and Executive Essentials is a certified Women Business Enterprise.

Michelle lives in South Orange New Jersey with her husband and two sons.

Executive Essentials serves both the corporate and individual client. Select clients include:

FINANCIAL SERVICES & INSURANCE:

- Artio Global Investors
- Atticus Capital
- Bank Hapoalim
- Citi
- Credit Suisse
- Deutsche Bank
- DWS Scudder
- Highbridge Capital
- HypoVereins Bank
- HVB Tokyo
- JPMorgan
- MetLife
- Morgan Stanley
- New Jersey Manufacturers Insurance

UNIVERSITIES & EDUCATION:

- Achievement First
- Baruch Women In Business
- Bronx School of Law & Finance
- Columbia Business School
- Columbia Women in Business
- Cornerstone Day School
- CUNY
- DECA
- eVisors
- Harlem Preparatory High School
- Lehigh University
- Marist College
- National Academy Foundation
- National Student Leadership Conference
- New York University
- Public Prep
- Rutgers Business School
- Rutgers University Center for Management Development
- Touro College
- Washington Irving High School

NON-PROFIT:

- American Management Association
- Boy Scouts of America - Exploring Division
- Department of Citywide Administrative Services (NYC)
- Department of Environmental Protection
- Economic Development Corp
- Jewish Family Services
- Jewish Vocational Services
- International Coach Federation
- Morris County Chamber of Commerce
- Mothers & More
- The Museum of Modern Art (MoMA)
- National Conference of Synagogue Youth (NCSY)
- Society of Information Management
- Union Square Partnership

MEDIA & ENTERTAINMENT:

- Hachette Book Group
- Horizon Media
- Jazz at Lincoln Center
- Sony Music
- Time Inc.

PHARMACEUTICALS & OTHER:

- Bristol-Myers Squibb
- Cadbury
- CNH Global
- EZ Pass
- Fox Residential Group
- General Electric
- Johnson & Johnson
- Kyowa Pharmaceutical
- LifeCell
- L'Oreal
- Powwow
- SES Americom
- Target
- Women For Hire