

Chester Elton

**#1 New York Times Bestselling Author, Executive Coach,
Keynote Speaker**

Please contact a GDA agent for information.

Topics

- Business
- Change Management / Organizational Change
- Corporate Culture & Governance
- Employee Engagement
- Human Resources / Workforce Issues
- Peak Performance

About Chester Elton

One of today's most influential voices in workplace trends, Chester Elton has spent two decades helping clients engage their employees to execute on strategy, vision, and values.

In his provocative, inspiring, and always entertaining talks, Elton provides real solutions to leaders looking to build culture, drive innovation, and enhance wellness. Elton's work is supported by research with more than one million working adults, revealing the proven secrets behind high-performance cultures and teams. He has been called the "Apostle of Appreciation" by Canada's Globe and Mail, "creative and refreshing," by the New York Times, and a "must read for modern managers" by CNN. Elton is co-author of the multiple award-winning bestselling leadership books including All In, The Carrot Principle, Leading with Gratitude and Anxiety at Work. His books have been translated in more than 30 languages and have sold more than 1.6 million copies worldwide. Elton is often quoted in publications such as the Wall Street Journal, Washington Post, Fast Company and the New York Times. He has appeared on NBC's Today, CNN, ABC, MSNBC, National Public Radio and CBS's 60 Minutes. In 2022, the Global Gurus research organization ranked him No. 3 among the world's top leadership experts and No. 3 for organizational culture. He is a member of Marshall Goldsmith's 100 Coaches and is a Thinkers 50 Coaching Award winner. Elton is the co-founder of The Culture Works and a board member of Camp Corral, a non-profit for the children of wounded and fallen military heroes. He serves as a leadership consultant and coach to firms such as American Express, The World Bank, Zoox, Momofuku, and the New Jersey Devils of the NHL. He is most proud to be the father of four exceptional children, three delightful grandchildren, and married to the amazing Heidi for 40 years.

Select Keynotes

- **All In - How Great Leaders Develop a Culture of Belief and Deliver Big Results**

In this interactive and engaging session based on the New York Times bestselling business book All In—which includes research from more than 300,000 people in high-performance organizations—Gostick & Elton teach leaders how to Engage, Enable and Energize their workforces. The presentation outlines how high-performance organizations deliver extraordinary results by creating a vibrant, productive culture where people believe that what they do matters and that they can make a difference. In this presentation, the authors relate stories of leaders in action that vividly depict just how these powerful methods can be implemented.

Key Learnings

The 3 characteristics of the world's most profitable, productive organizational and team cultures.

- The 7 steps today's most successful managers use to generate buy-in and belief.
- How managers at any level can build a productive workgroup culture of their own—where employees commit to the culture and give that extra push of effort.

- **Build Resilience & Psychological Safety**

- 50% of workers say anxiety negatively affects their performance.
- 75% say the most stressful part of their job is their immediate supervisor.
- 60% of organizations plan to address anxiety & well-being in the next three years.

Even before the pandemic, anxiety was crippling the performance of workers—especially young employees. Today it is affecting productivity and leading to ghosting and burnout.

In their bestselling book from Harper Business, Anxiety at Work: 8 strategies to help teams build resilience, handle uncertainty, and get stuff done, and in their keynotes/workshops, Gostick & Elton offer 8 tactics for managers to help their employees build resilience.

They Teach Leaders:



- ◆ How to spot the signs of employees hiding anxiety
- ◆ Solutions to alleviate stress
- ◆ Ways to help team members manage uncertainty
- ◆ How to help people speak up when feeling overwhelmed
- ◆ Ways to beat perfectionism and get things done
- ◆ How to instill an ethic of inclusion and support

- **Leading with Gratitude: Eight Leadership Practices for Extraordinary Business Results**

Leadership concepts that can increase employee engagement and will help you attract and keep great talent.

In their powerful keynote, the authors introduce research that shows how a few vital leadership skills—when done right—can boost employee engagement and reduce turnover. They also share the fascinating science behind why so many managers resist (aka: suck at) something so seemingly simple as gratitude.

Your Attendees will learn:

- ◆ How gratitude helps managers understand the value their people are contributing—and what more their team members may have to give
- ◆ How appreciation of employee efforts can enhance motivation & productivity, especially during times of change—81% of people say they'd work harder if their boss were more grateful
- ◆ How leaders can master this skill to enhance team performance & trust—introducing the 8 most powerful gratitude practices

- **The Best Team Wins: 5 Disciplines of the Most Effective Team Leaders**

Based on an 850,000-person study of the most profitable, innovative work teams, the authors introduce the new science of teamwork

The vast majority of employees now work collaboratively, but 96% of executives cite poor teamwork as the main source of workplace failures.

How can managers better lead teams to improved performance given the volatility and challenges they face today.

This session introduces solutions to address:

- * Enhancing speed to productivity * Working cross-functionally
- * The rise of the Millennials/GenZ * Attracting & retaining great talent

Gostick & Elton's research has shown a set of leadership disciplines that makes the biggest difference in building today's best teams.

Their teaching will help your leaders:

- ◆ Manage to the One—Identify the unique drivers of each team member
- ◆ Speed to Productivity—Help new people and teams work faster & smarter
- ◆ Challenge Everything—Inspire innovation through healthy discord
- ◆ Find Focus—Build bridges across functions, cultures, and distance

Select Book Titles

- **2021:** Anxiety at Work: 8 Strategies to Help Teams Build Resilience, Handle Uncertainty, and Get Stuff Done
- **2018:** The Best Team Wins: The New Science of High Performance
- **2012:** All In: How the Best Managers Create a Culture of Belief and Drive Big Results
- **2009:** The Carrot Principle

Select Articles

- [5 Ways to Know If an Employee is Toxic](#)

The worst employee I ever had is the gift that keeps giving. At the time it was a mess: I didn't listen to the rumblings of the rest of the staff. I promoted him hoping that would build loyalty and stop the backstabbing. I kept him around much too long. Dumb, dumb.

- [The two questions great leaders ask](#)

Over the past twenty years, we've met interviewed a host of fascinating leaders all over the world. Some are truly inspiring; unfortunately, some are truly demoralizing. But frankly, most leaders fall somewhere in the middle.

- [Let Your Second Newest Hire Onboard Your Newest Hire](#)

Fast Company Article by Chester Elton and Adrian Gostick

- [5 Quick Ways to Get New Team Members Up To Speed Faster](#)

In a recent survey of new hires, only 39 percent reported that they believed they had a good understanding of what their job entailed after their first day, and three months later, only slightly more than half reported clarity about what was expected of them. Yikes.

Select Testimonials

"Chester was the "WOW" at our conference. His "All In" principles aligned to every aspect of our key messaging and reinforced the effectiveness of this approach. We can't wait to continue this momentum and enthusiasm." – Lynn Leblanc, National Accounts, Head of Strategic Planning

– *Aetna*

"Chester was outstanding and delivered a message that fully aligned with our vision. The audience engagement was off the charts. He incorporated specific Fannie Mae examples into his session to make the message relevant to our employees. His energy and engagement style elicited many emotions from the audience, but mostly laughter. They are still talking about how motivating Chester was! He was a fantastic ending to our annual conference." -Carlos Perez, VP & Chief Credit Officer

– *Fannie Mae*

"Folks at various levels throughout our organization are still raving about Chester's session. He received the highest marks of any speaker. Not only was he entertaining, but he put time into getting it right and the content really resonated with this group. That says a lot for such a quiet and cynical crowd." – Lisa Stornaielo, VP of Leadership Development

– *Fidelity Investments*

"Chester was a huge hit and personally inspired me to be a better leader! Not only did he bring relevant, factual data into his presentation about driving business results through engaging the workforce, he used humor and audience participation to keep the team motivated and invested." - MaryLynn Carver, Chief Communications Officer

– *General Mills*

"Chester's extremely high energy is contagious with audiences as he inspired and motivated our attendees. He really took the time to get to know Golden Corral and customized his remarks to be relevant for our restaurant managers and franchisees. He continues to rank among our best speakers ever and I highly recommend Chester." - Erika Braun, PHR, CCP

– *Golden Corral Corporation*

OMG, I have to say Chester has been our BEST speaker!!!! He was engaging, funny and had a concrete message. He was well received. His interaction with the audience was the best. I will definitely recommend Chester to other colleagues at JNJ! Thank you for making this possible!!!! – Gina L. Bilotti, Global Head, Project Management Organization (PMO)

– *Janssen Pharm*

"Chester received a standing ovation. I'd say that it was a grand-slam home-run to spearhead a cultural change initiative throughout our region. Chester's approach to combine strategy and tactics, supported by real-world studies was instrumental at not only gaining participant buy-in, but at inspiring our leaders and helping us formulate actionable plans moving forward." – Glen Stambone, Strategy & Innovation

– *Northern Regional Medical Command*