

# Sam Silverstein

**Founder of The Accountability Movement™ & Named one of the World's Top Organizational Culture Professionals by Global Gurus**

Please contact a GDA agent for information.

## Topics

- Accountability
- Business Growth / Strategy / Trends
- Corporate Culture & Governance
- Leadership
- Trust / Honesty



## About Sam Silverstein

Sam Silverstein's mission is to empower people to live accountable lives, transform the way they do business, and to thrive at extraordinary levels. By challenging leaders to shift priorities, cultivate an organizational culture, and inspire both individuals and teams to take ownership in fresh and results-producing ways – he is helping companies dramatically increase productivity, profitability, and growth. Sam has been inducted into the CPAE Speakers Hall of Fame, is a Past-President of the National Speakers Association, and Global Gurus has named Sam Silverstein as one of the World's Top Organizational Culture Professionals.

Sam is the founder of **The Accountability Institute™** an organization that certifies advisors to work with leaders and organizations to build greater accountability and develop stronger leaders. He is also the creator of **The Culture Audit™**, a powerful assessment tool that allow organizations to do a deep-dive into the mindsets and processes of their people. Which allows leaders to better analyze what people do, how they do it, and how they feel about the organization's ability to provide a positive, productive culture where accountability, creativity, clarity, and collaboration thrive.

Sam is the author of 12 books including *The Accountability Advantage*, *I Am Accountable*, *Non-Negotiable*, *No More Excuses*, *Making Accountable Decisions*, *No Matter What*, and *The Success Model*.

As a former business executive and owner, Sam successfully sold one of his businesses to a Fortune 500 company. Today, he writes, speaks, and consults with organizations around the globe to help them think differently, work with renewed purpose, and achieve record-breaking results. Commonly working with multi-national companies, corporations, government agencies, associations and entrepreneurs.

## Select Keynotes

- **The Accountability Advantage™ ... Building a Sustainable, High-Performance, Workplace Culture**

What does it look like when EVERY member of your organization keeps their commitments? When truth and values are held in the highest esteem? It looks like next-level success. It feels like positive momentum. It lays the foundation for creativity, collaboration and high performance.

Sam knows first-hand how to create a corporate culture that engages employees, maximizes productivity, and inspires accountability. You'll walk away from his program with highly effective tools to build trust, enhance engagement, cultivate more meaningful relationships, and truly come together as a cohesive team. There's never been a more important time to create a shift in culture and commitment.

During this program, participants will learn how to:

- ◊ Discover the five critical steps to build a culture-by-design
- ◊ Design a culture based on commitments and values
- ◊ Leverage the power of cultural values – internally, externally, and communally
- ◊ Effectively counteract the Great Resignation
- ◊ Remove obstacles and excuses to inspire collaboration and accountability
- ◊ Create an organizational culture obsession that will drive your culture to stronger performance and customer experience

## • **The Theory of Accountability™**

This engaging program forces a reconsideration of how we view accountability. As Silverstein explains, "Accountability is not a way of doing. Accountability is a way of thinking about people. Particularly how we think about people." When individuals and leaders actively create the future they want to live, frame their mindset around abundance rather than fear, and take persistent, relentless action in support of the experience they are generating, their beliefs, and their relationships, they will experience personal and organizational transformation unlike any other.

During this program, participants will learn how to:

- ◊ Identify the three mindsets of accountability and how to apply them personally and organizationally
- ◊ Create a specific outcome/goal and achieve it every time
- ◊ Empower a team to identify priorities, eliminate obstacles, and enhance communication
- ◊ Discover and leverage the enormous power of commitments both individually and at all levels of the organization

## • **The Power of Keeping Commitments...No Matter What™**

What does it look like when EVERY member of your organization keeps their commitments? When truth and values are held in the highest esteem? When authenticity permeates all relationships? It looks like next-level success. It feels like positive momentum. It lays the foundation for creativity, collaboration, and high performance.

Sam knows first-hand how to create a corporate culture that engages employees, maximizes productivity, and inspires accountability. You'll walk away from his program with highly effective tools to build trust, enhance engagement, cultivate more meaningful relationships, and truly come together as a cohesive team. There's never been a more important time to create a shift in culture and commitment.

During this program, participants will learn how to:

- ◊ Design and model a culture based on organizational commitments and values
- ◊ Leverage the power of your cultural values – internally, externally, and communally
- ◊ Develop both current and future leaders throughout the organization
- ◊ Remove obstacles and excuses in order to inspire collaboration and accountability
- ◊ Create an organizational culture obsession that will drive your culture to stronger performance and customer experience

## • **The Highest Form of Leadership™**

To win in today's market, organizations need leaders who can innovate. Explore diversity. Cultivate creativity. Nurture cohesiveness. And foster a culture that embraces change. When they do, employee engagement soars. Collaboration gets exciting. Productivity is elevated and exponential growth is possible.

Sam shares game-changing strategies with audiences that help define core values, connect them to every member of an organization and make them the driving force behind every decision. Sam's ability to help companies build rock-solid foundations and cut through the clutter and noise of distractions throughout every facet of their company culture, business processes, customer connectivity, and communication.

During this program, participants will learn how to:

- ◊ Take ownership of your company's mission, vision, and values
- ◊ Use company values to drive decisions at all levels
- ◊ Build massive trust through The Ten Commitments of Accountability
- ◊ Develop impactful leaders throughout your organization

## • **I Am Accountable**

It's time to show excuses the door. Whether at work or home, people often make excuses out of over-commitment, lack of understanding, or poor time management. In a world where there are more resources available than ever before – it's time to get to the bottom line. Ultimately, they make excuses by focusing on what they cannot control instead of focusing on what they can control.

As the founder of the Accountability Institute™, Sam brilliantly lays out the relationship between what we value and what we can control and illuminates the strategies, mindsets, and tools necessary to eliminate excuses from our personal and professional lives. Accountability is a way of thinking. It is how we think about ourselves and others.

During this program, participants will learn how to:

- ◊ Discover your foundational, relational, professional, and community values
- ◊ Connect your values to the art of living an accountable life
- ◊ Improve your relationships through keeping commitments
- ◊ Eliminate excuses that hold you back from their potential

## • **The Accountable Leader's Guide to Change**

Change is an integral part of our world. The ability to get ahead of it, manage it, or initiate it for any organization falls squarely on the shoulders of leadership. Focusing on what people do won't cut it anymore. Truly accountable leaders instead turn their focus on changing the way people THINK.

Sam brings audiences together to best understand what a powerful catalyst change can be for positively growing business, redefining relationships, and letting go of the status quo. Leaders who meet change head-on and make it their partner, drive momentum and deliver results.

During this program, participants will learn how to:

- ◊ Identify the "Change Categories" all people fall into and how to motivate each person successfully
- ◊ Communicate more purposefully utilizing The Terms of Change™
- ◊ Empower your team to drive change versus resist change
- ◊ Master the one thing organizations must believe if they are going to effectively create an organization that thrives through change

## • **C-Suite Culture Conversation™**

In this powerful facilitated conversation Sam leads a discussion with leaders from your organization to discuss all aspects of workplace culture. Sam will uncover what is working and what is not. He will lead the panel to share insights that everyone in the room will be able to apply immediately.

Sam will also engage the audience and bring them into this powerful workplace culture conversation. In a great culture everyone has a voice at the table and Sam delivers on that promise in this impactful experience.

During the facilitated conversation, attendees will come away with:

- ◊ Best practices for designing a culture
- ◊ Common challenges that can derail even the best culture
- ◊ Ways of engaging people to contribute to their part of the culture
- ◊ Proven and implementable ideas on how to create a sustainable positive workplace culture long term

\*This program is a great fit for associations and groups of leaders working to create a stronger culture.

## • **Collaboration That Counts: How to Foster a Culture of Trust and Teamwork in Your Organization**

Great teamwork and execution does not just happen by itself. Teamwork is built into the corporate culture. Teamwork becomes the standard for which you are known when a strong set of values are created and established throughout the organization. Another foundational element of great teamwork is the ability to identify the commitments that all members of the organization make and keep.

Sam Silverstein has helped organizations around the world build more effective teams that have led to a measurable increase in communication, collaboration, innovation, and bottom-line results.

In this talk, Sam Silverstein uniquely illustrates the difference between tactical and relational commitments and knows just how to get your people focused on executing what really matters. Sam will lead a conversation on what leaders need to do to create highly effective teams, why and how all of your people will benefit from contributing to the team, and how each individual can be accountable to each other and the mission through the course of business.

## • **Impact of Accountability in Healthcare**

It's no longer enough for hospitals and health systems to have a mission statement hung on a wall. To meet society's demands in our consumer-driven healthcare marketplace, organizations must change the way they think about people and relationships.

Sam teaches healthcare professionals from every level to take ownership and commit to their organizational mission and values and how to weave them throughout every facet of their culture, clinical processes, patient care, and communication. You'll walk away with highly effective tools to build trust, enhance engagement, cultivate more meaningful relationships, and truly come together as a cohesive team.

During this program, participants will learn how to:

- ◊ Promote engagement by creating a culture based on commitments and values
- ◊ Build massive trust through The Ten Commitments of Accountability
- ◊ Remove obstacles and inspire collaboration to improve patient care
- ◊ Communicate more purposefully utilizing The Terms of Change™

***\*Alternate Title: The Power of Keeping Commitments...Developing Healthcare Leaders***

- **2021:** Pivot! Three Big Questions That Reframe Your Perspective, Maximize Your Potential, and Improve Your Life
- **2021:** The Theory of Accountability: Building a Truly Accountable, High-Performance, High-Growth Life for Yourself and Your Organization
- **2020:** The Accountability Circle: Discovering Your True Purpose, Potential, and Impact...with Accountability Partnerships
- **2019:** I Am Accountable: Ten Choices that Create Deeper Meaning in Your Life, Your Organization, and Your World
- **2018:** No Matter What: The 10 Commitments of Accountability
- **2015:** Non-Negotiable: The Story of Happy State Bank & The Power of Accountability
- **2009:** No More Excuses: The Five Accountabilities for Personal and Organizational Growth
- **1993:** The Success Model; The Five Step System To Completely Revolutionize Your Life!

### Select Articles

- [Accountability Isn't UNSupportive](#)

The Accountable Leader supports their people, provides resources and a never ending stream of opportunities to strengthen relationships rather than tear them down.

- [Accountable to Fire](#)

"Accountability doesn't show up until a tough decision has to be made." LinkedIn Blog Post by Sam Silverstein

- [Fly The Friendly Skies of Accountability](#)

"There are several issues at play here that show a lack of accountability." Article by Sam Silverstein

- [Where's The Accountability in Our Leadership?](#)

"Where's the accountability in the statement that President Trump made?" Article by Sam Silverstein

### Select Testimonials

"Sam's performance on the platform as a keynote speaker validated the value of our company culture, affirmed its role as a compass on a sea of uncertainty in health care and identified accountability as the characteristic that sets an organization apart in the marketplace. The wisdom he shared will help produce positive outcomes for any business."

— *Beecher Hunter, President, Life Care Centers of America*

Sam Silverstein is an incredible speaker and change agent. His presentation style electrifies audiences, motivating us to go back to our offices and make change.

— *Children's Mercy Hospital*

"We've hired Sam to come speak to our leaders multiple times. Sam knows accountability and how to help an organization build their culture around accountability. Sam has a unique take on accountability that positions him to help a company transform into a better organization."

— *Doug Sterbenz, Executive Vice President and Chief Operating Officer*

"Your keynote address was inspiring, funny and one of the most entertaining I've ever heard. I have received numerous comments from attendees and they seem to agree that it was one of the best ever! Coming from this group, that is quite a compliment."

— *Executive Director, Optimists International*

From start to finish - from the pre-booking call Sam took with the client, to the pre-event call to further discuss goals and objectives, to onsite and on stage - Sam was a Home Run! -Ron Blackmore NextLevel Talent

— *NextLevel Talent*

“Your session delivered the perfect message at the perfect time! ‘No more Excuses!’ set the tone for a fast-paced and productive day. Attendees were upbeat and energetic as the rest of our program continued through the afternoon.”

– *Northern Virginia Association of Realtors*

Sam was very Impactful speaking to our group. We heard executives quoting him for the remainder of the conference. Sam is also very easy to work with, patient with our scheduling

– *The Anchor Group*

Sam really delivered exactly what we needed. He inspired the entire group.

– *Tokai Carbon GE LLC*