



### **Susan Ershler**

Susan Ershler tours the world speaking about her life journey and sharing with others her secrets for success, determination, and achieving seemingly impossible goals.

Susan's record would be remarkable enough if it only detailed her business achievements. During her 23-year corporate career, she has held a series of increasingly responsible executive positions in the sales divisions of Fortune 500 companies. She led teams to sales records, beating quotas from \$1 million to \$600 million. Ending as a vice president of sales for a multi-national telecommunications corporation, she was responsible for their fast-growing Internet division. She also worked at US WEST, United Technologies, FedEx-Kinko's, and GTE (Verizon). During her business career, she earned 11 annual President's Club sales awards – the top honors awarded to the sales people in these companies.

But as she was marking these achievements, she and her husband Phil, a professional mountain guide, were climbing the Seven Summits – the highest mountain on each of the world's seven continents. That remarkable journey culminated at the top of Mount Everest on May 16, 2002. With that climb, she and Phil became the first couple in history to climb the Seven Summits together.

That feat earned them world-wide media attention, including Good Morning America, CNN, the Today Show, Chicago Tribune, The New York Times and many others. Their new book, *Together On Top of the World: The Remarkable Story of the First couple to climb the Fabled Seven Summits*, was recently published by Warner Books.

Not a professional mountain climber, Susan trained by climbing the 35 stories in her high-rise office building on her lunch hour for a year - with a 40-pound pack on her back.

Susan tells her electrifying story to audiences with clarity and passion. She lifts her audience's ambitions by showing them how hard work, dedication, perseverance and a total commitment to excellence can pay off in reaching seemingly impossible goals.

Her leadership message begins with visualizing a goal, no matter how difficult or out of reach. She continues with techniques to improve focus and discipline and shows how essential teamwork is to achievement. And she concludes with a passionate affirmation of the value of life and the thrill of celebrating your success from the top of the world.

Susan's message stands apart for its credibility and power. Having climbed the mountain - in work, and in the world, Susan Ershler is the real deal.

### **Speech Topics**

#### **REACHING NEW HEIGHTS: Everest & Beyond**

- How to achieve the impossible and realize your dreams
- How to overcome obstacles and achieve the impossible

- What climbing to the pinnacle of the world can teach us about achievement

Whether the objective is an aggressive corporate financial target or climbing a mountain, Susan Ershler's fundamentals for goal setting and achievement are virtually the same.