



Michael T. Neiss

Mike established his consultancy after holding managerial and leadership positions at United Parcel Service, CMS Energy, and General Motors. He is known for bringing a practical, real world approach to his work in leadership and organization development. Mike prides himself on building partnerships with his client and aspires always to earn the position of a trusted advisor.

Professional Expertise/Services

Mike held operations management positions at United Parcel Service, largely in delivery operations. At CMS Energy and General Motors, he held leadership positions in organization development. A Michigan native, Mike's initial consulting efforts were focused on the automotive industry's quality and performance initiatives. He has long term relationships with Ford Motor and Chrysler, where he focused on building cooperative relationships with the UAW and management in pursuit of quality improvements and performance excellence. Mike consulted on several major vehicle and plant launches.

As a principal at the Black River Center, Mike worked with organizations to improve teamwork, innovation, and collaboration using experiential challenge activities paired with focused workshops and facilitation. Leadership became his focus during this period and he became a trusted coach and advisor. His unique understanding of systems and culture helped him to help his clients build organizations that made real progress towards excellence.

Mike joined the tompeters!company and began his association with the Leadership Challenge in the mid nineties. He is a Master Facilitator of the Leadership Challenge and remains a Sr. Consultant for the tompeters!company. In addition to his consulting, educating, and facilitating, Mike is a sought after speaker blending humor with real world lessons from his real world story telling.

Recent Assignments - Examples below

- Herman Miller Inc – Long-term relationship focused primarily on leadership development. Facilitates the Leadership Challenge and coaches at the executive level. In addition, Mike has provided facilitation of major initiatives and helped improve team work and collaboration at Herman Miller.
- DaVita – Coached and counseled their leadership development team on the Leadership Challenge.
- Convia – Coaching senior executives on leadership and sales performance issues.
- Tompeters!Company – partner in refining our consultancy model that reflects Tom's knowledge and research and enables our clients to balance their improvement efforts in pursuit of excellence.
- Coaching a product launch manager on team, leadership, and execution issues for a major product launch using a new management structure focused on "knowledge nodes" rather than traditional bureaucratic organization structure.
- Coaching senior finance executive on improving his "brand" by building relationships and improving internal consulting.
- Conducted public sessions of Brand You, and Brand Inside-Brand Outside for the tompeters!company.
- Conducted educational events and provided ongoing consulting to major educational institute to improve brand alignment and leadership within the institution.

Education and Professional Affiliations

- BA, Michigan State University, Political Science
- Masters in Management, ongoing, Aquinas College
- DiSC certification
- Outdoor experiential certification

Contact Information

Michael T Neiss and Associates

PO Box 221

South Haven, MI 49090

269.365.1148

mike@michaelneiss.com

www.michaelneiss.com