

# LORI STOHS



Human Capital Strategist, Consultant, Coach  
and Author of Get Your Mind On...Your People



# LORI'S VISION

Changing organizations through the value of human capital



## Our mission:

To create meaningful change for organizations and individuals by helping them reach beyond their potential to increase performance, improve engagement, drive continued growth and develop strong leaders. With this positive and meaningful impact, we help make people confident in who they are and impact our society and the workplace environments by increasing human capital consciousness.

### VALUES

Strong connections, deep relationships, and trusted partnerships are the key to our success. Our business operates on these key values:

- Integrity and Trust
- Excellence and Professionalism
- Service and Responsibility
- Authenticity, Openness and Acceptance
- Valuing Individuals and Using the Strengths-Based Approach

### STRENGTHS

- Maximizer
- Communication
- Strategic
- Individualization
- Connectedness

### STANDOUT ROLES

- Pioneer
- Connector



## WHAT MAKES LORI UNIQUE?

# Spreading the Mission of the Human Capital Movement

Lori Stohs is a builder—of people, of organizations, and of community. Driven to spread the mission of the Human Capital Movement, Lori's aim is to help others see that the most valuable asset we possess is human capital in the form of companies, team members, friends and family and the people in our communities. The human capital movement begins with forming connections—first within ourselves and then to others. In her work, Lori takes connections one step further, aiming to connect people to a greater purpose.

She founded Lori Stohs Consulting Group in 2009. Having also pushed the envelope as a builder of teams and companies, Lori passionately strives to put the most effective people together in order to accomplish

strategies and goals in ways that aren't necessarily traditional—but are effective nonetheless. Also a builder of individuals, Lori has spent countless hours coaching clients who seek insights into their strengths and how they best show up living their truth at work and in life. Having been exposed to many different workplaces and thousands of executives, work teams, and individuals Lori can see various patterns of behavior within an organization. Patterns naturally make themselves known to her, enabling her to listen, observe, and feel what's going on inside an organization. And because she has the capacity to see things in layers, Lori is able to integrate everything and come up solutions that work for cultures that benefit individuals, teams, and organizations.



# Building community through honesty and compassion



Lori has also served as a builder of companies. In knowing that people spend 75% of their lives at work, Lori felt her strengths and talents lend themselves to making big, positive changes from the ground up. In addition to building her own company, Lori's most recent success was when she helped to create and served as Chief People Officer at Think Whole Person Healthcare, a startup organization of 350 employees. Here she helped create culture, implemented strengths based hiring, and led HR strategy and implementation. Lori also served as a Global Account Executive for Microsoft and served as a Principal at Gallup Consulting, a global research based consultancy firm. In this role, she consulted with organizations worldwide to design and execute business solutions that enhance individual and organizational performance. She specialized in employee and customer engagement, and strengths-based selection, brand development, performance metrics and performance management, executive coaching, people strategy and strength-based developmental solutions.

She created, managed the development and delivery of leadership, management, and education programs to clients worldwide through the design and development of Gallup University. Leading the company to open six global campuses and integrated Gallup University into corporate universities, her work led to creating Centers of Excellence for learning, development and engagement in companies globally operating for learning 24/7.

Open, honest, and compassionate, Lori is admired for saying the things that are hard to say—but in a way that connects everyone to a greater good. Practical in her approach and wise in her insights, leaders and visionaries from across the globe commend Lori's work, which is skillfully intertwined with her mission and how she shows up every single day. Appreciative of her talents, there are few moments when Lori feels like she's not making an impacting or helping others form connections.

# PROTECTING OUR FUTURE



## Investing in the future by giving back beyond the work.

Lori's mission doesn't end with her chosen profession. A builder of communities, Lori is a founding board member for the Executives Without Borders, a global non-profit organization that gives Executive Volunteers an engaging experience in working with nonprofit organizations as well as helping nonprofits increase their impact across the world. She is also a Founding Board Member and Facilitator for Leadership for Life, a faith based leadership

program. Lori was also a founding board member for Social Impact Omaha, a non-profit focusing on collaborative social responsibility. Lori also strives to build not just her community, but the future of it by supporting children and young adults as shown through her commitments on the Ronald McDonald House Charity Board and Hope Center for Kids Board and the Camp Rivercrest Board.

# Praise for LORI STOHS

“

I have personally had the honor of working closely with Lori over a couple of years. Lori's understanding of what drives us as human beings to act and attain the best version of ourselves can transform any organization or individual.

Lori has mastered the art of human performance, understanding what it takes to put an individual in the right place, right job, and right direction, in order to ensure their success. She has translated this talent into what she calls the Human Capital Movement, where she can go into any organization and match the team to their strengths and build an environment of connection and success.

Lori is a successful proven consultant that can enhance any work environment no matter what the size. She has the ability to recognize and fix problems very quickly allowing the organization to find 'flow' thus creating a successful environment which translates to an increased bottom-line. Lori is also an incredible one-on-one coach that helps top executives to discover their deeper purpose that matches their strengths. This allows success to come without stress or force.

Finally, Lori is an incredible speaker that captivates the audience with her unique message and style that creates a connection with all attendees. She automatically increases the energy and quality of any event or workshop she participates in. I have found working with Lori one of the most beneficial experiences in my career and I highly recommend her work.

— Bill Cortright  
CEO and Founder, Living Right with Bill Cortright

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“Time and again, Lori sees the blind spots people don't see about themselves or their teams. It's a unique talent that very few people possess. She can quickly read a situation and uncover where the problems exist.”

—Rick Smith  
Account Executive, Mannington Commercial

“Lori has been an invaluable asset to First Financial Credit Union. Her ability to instantly access the individuals in a room, is uncanny... She has helped our organization address many personnel/cultural issues in a very non-threatening manner. Further, she has helped set the stage for an improved employee culture resulting in a higher productivity, improved service, increased revenue, and longer employee tenure. I strongly recommend Lori to any organization that is interested in building a positive work environment for staff, resulting in an improved bottom line.”

—Carlton Musmann  
President/CEO, First Financial Credit Union



# More praise for “LORI STOHS

Making a hire without Lori Stohs is like closing your eyes while riding a bicycle and hopping on the freeway, without realizing there is a better way to arrive at your destination. Lori has changed the way we work together professionally and culturally. I had no idea how much better it could get.

—Lindsey Rai Reasner  
Executive Director, Ronald McDonald House  
Charities  
in Omaha

Lori has an ability to really understand human beings and the best way to use them within an organizational structure. She is almost always 100% on target.

—John Birge  
Founding Principal, RDG

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# PRAISE FOR LORI STOHS BOOK

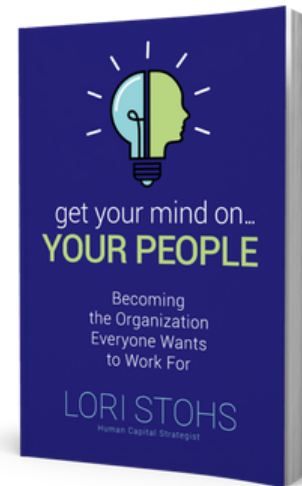
## get your mind on ...

# YOUR PEOPLE

“

Lori's practical experience and common sense approach to leading and supporting teams on their journey to actualization is invaluable. There are shelves of books available offering guidance on leaderships and talent management. Few offer more actionable guidance for real world managers than Get Your Mind on Your People. Few authors have the hands on, face-to-face, heart-to-heart connection to leaders and their teams as Lori does.

— Doug Wilwerding  
Managing Principal, The Optimus Group, LLC



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“This is a great guide for anyone who wants to truly build a sustainable company and culture! Lori Stohs is absolutely spot on and we will implement many of her insightful strategies and principles in our growing commercial service business. Lori has done consulting work for us and this book embodies so much of what she focuses on as a consultant. I highly recommend it!”

— Michael Jones CEO True North Outdoor

“I met Lori on an airplane recently and was intrigued by what she was working on. An hour or so later I knew she was someone I would want to keep in contact with for her sheer wisdom and passion for her work. I was delighted to get her first book and gone in head first! She is a dynamic leader and her book shows you how to focus on what's really important and how to lead from the front and how to develop other leaders. This book is a great way to get your people all bought in and excited about the mission. If you are a leader, or better yet, you want to be a leader, then check out Lori's book!”

— Randall Titony

“Who doesn't want to be the company everyone wants to work for? And who doesn't want to work for an organization with soul? In addition to leaders and managers of all levels, I'd highly recommend Lori's book for employees passionate about their organization's branding. I know that those I work with are representing our brand daily, and it's so important that employees align with the mission and values of their employer. I love the concept of The Whole Person Model – understanding how vital talent is in relation to values, skills, knowledge and experience, as well as how employees should “fit” the organization on multiple levels (the role, organization, manager and team). How exciting that Lori includes so many tips, sample questions, hands-on exercises, web tools and more!”

— Lou Valla



# SPEAKING TOPICS

## Lori Will Enlighten and Entertain Your Audience



Lori's reputation as an engaging keynote speaker is well deserved. Audiences applaud her style, knowledge and down-to-earth perspective. Her expertise covers a wide and diverse range of workplace issues, including culture, organizational performance, team building, strengths management, leadership and human potential. Teaching audiences through a talents-based approach, Lori tailors her talks to each group's needs. Her goal is to help her audiences find opportunities within themselves so that they can utilize to better the world around them.

### Human Capital Optimization



Start with your business strategy and learn how to align your people strategy to achieve the business outcomes you desire.

### Increasing Your Team's Effectiveness



Teamwork and collaboration are critical in today's environment. Learn the strengths of your team and where your gaps lie.

### Maximizing Human Capital in Your Organization



Create clarity within your organization structure, define roles and learn how to hire the right talent. Learn how to get more from your organization's most valuable asset: your people.

### The Human Capital Movement



Discover how you can take your organization's impact beyond the organization and into society.



# SPEAKING TOPICS continued

## Changing the Brand of HR



Are you seen as a HR administrator or an HR partner? Learn how to show the value of human resources so you have a voice at the table.

## Strengths Discovery



Do you know your Gallup Strengths but aren't sure how to use them? Application will lead to achievement. Learn how to capitalize on your results in both your personal and professional lives.

## Succession Planning



Are you ready for your leadership transition? Learn how to prepare and plan for major organizational changes.

## Communication is Understanding



Are your employees wishing for better communication? Many organizations hear that communication is always something employees want more of. Or that needs to improve. Implement communication initiatives but find it's still a problem. Communication is understanding. Understanding individual style of communication and what others need. Learn more about how to understand your employees.

## Developing High-Potential Leaders



Identify and invest in the existing and future leaders of your organization. Learn how you can help them stay engaged and flourish.

## Managing for Performance



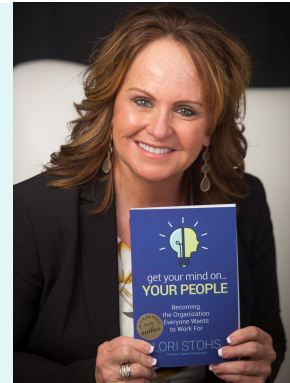
Are there aspects of being a manager that drive you crazy? Learn how your personal management style can help you be more effective.

# FEE SCHEDULE

All speaking fees may vary depending on the location of your event. If notified, Lori can be made available to sign books following the event. Venue can purchase books in bulk for their audience or audience members may purchase books at their own discretion.

For more information about obtaining copies of Lori's books, or to inquire about Lori's fee schedule please contact:

[Rhonda@LoriStohsConsultingGroup.com](mailto:Rhonda@LoriStohsConsultingGroup.com)



# COMPANIES WHO HAVE WORKED WITH LORI STOHS

As a Human Capital Strategist, Consultant, Coach, and Speaker Lori has had the opportunity to work with many audiences across a variety of industries. Check out her list of some past clients below. Are you ready to join the growing Human Capital Movement? Book Lori now when you email: [Rhonda@LoriStohsConsultingGroup.com](mailto:Rhonda@LoriStohsConsultingGroup.com).

Alvine and Associates  
Audubon Center of the North Woods  
Autism Action Partnership  
BDH+Young  
Bozell  
Chick-Fil-A  
ConAgra Foods  
Core Living  
East West Tea Company  
EducationQuest  
Envision  
Gensler  
Glenwood Schools  
Gurney & Associates, Inc.  
Habitat for Humanity  
Hendricksen  
HGA  
Immanuel Hospital  
Indigo Bridge Books  
Interface  
International Interior Design Association  
Lockwood Development  
LovelySkin  
Lozier  
LPA Design Studios  
Lutz & Company  
Marriot, Inc.  
Mcarthy  
Methodist Foundation  
Metronome Financial, LLC  
Midwest Eye Care

Morrissey Engineering  
Northern Virginia Community College  
OBI Creative  
Omaha Community Foundation  
Omaha Steaks International  
Opal Financial Group  
Optimas Group, LLC  
Pinnacle Bancorp  
Prove Partners  
Quantum Workplace  
RDG  
Silverstone  
SimpleWell, LLC  
Society for Human Resource  
Management  
Teknion  
Tito's Vodka  
Union Pacific  
Vetter Health Services  
Vivage  
Wenck  
Woodmen Life  
Yogi Products  
Youth Center for Christ



# SEE LORI AT WORK

Who is Lori Stohs? What is the Human Capital Movement? How can Lori help your organization become better for its people? Book Lori now when you email: [Rhonda@LoriStohsConsultingGroup.com](mailto:Rhonda@LoriStohsConsultingGroup.com)



# IS LORI SPEAKING AT YOUR NEXT EVENT?

**Below is an approved introduction for Lori Stohs. Please utilize this script when introducing her to your audience.**

What do you think of when you hear the words, “Human Capital?” In an organization this is your greatest asset and usually your greatest cost.

Have you ever stopped to think that you are Human Capital? Did you know that as an individual you’re made up of a unique set of strengths that make you an asset to your organization, your family and friends, and even your community?

A builder of individuals, teams, organizations, and communities, Lori has spent countless hours working with clients who seek insights into aligning their business strategy with their people strategy. This includes helping individuals and teams realize their strengths and how they best show up being productive and living their truth. And from helping build a startup of 350 people to acting as a Global Account Executive for Microsoft and a Principal at Gallup Consulting where she led the design and development of Gallup University, Lori is able to help make a difference at organizations of any size.

The bestselling author of *Get Your Mind On...Your People*, Lori is known for saying the things that are hard to say—but in a way that connects everyone to a greater good. And her mission doesn’t end with her chosen profession. A builder of communities, Lori is a founding board member for the Executives Without Borders, a Founding Board Member and Facilitator for Leadership for Life, and a founding board member for Social Impact Omaha. She’s also committed to her community’s future through the building of children and young adults as evidenced through her commitments to the Ronald McDonald House Charity Board, Hope Center for Kids Board, and the Camp Rivercrest Board.

Please welcome Strategist, Consultant, Facilitator, Author, and Coach, Lori Stohs!

# DOWNLOADS

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## Headshot



## Logo:





## AUDIO & VISUAL REQUIREMENTS

In order for Lori to provide a successful presentation at your next event, please ensure that your facility is equipped with the following:

1. An LCD Projector with PowerPoint presentation capability
2. Lavalier
3. Wireless presenter for the PowerPoint presentation
4. Flipchart with markers (4-5 colors)
5. Handheld microphone for audience questions

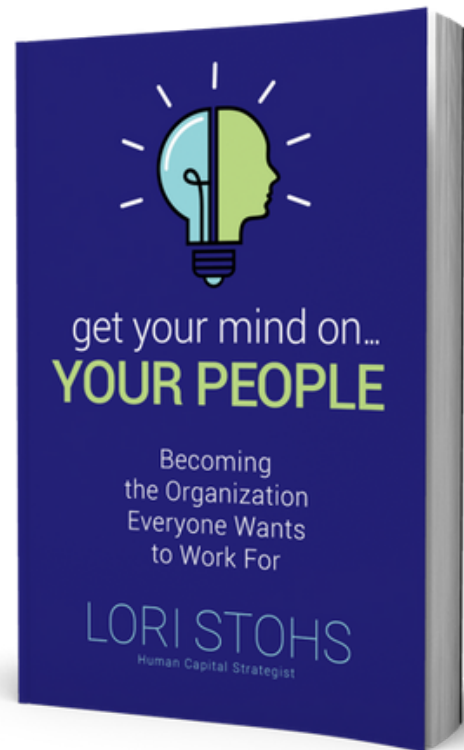


# get your mind on ... YOUR PEOPLE

Becoming the Organization Everyone  
Wants to Work For, by Lori Stohs

- Are people clamoring to work for you?
- Are you good at setting strategy but struggling to get consistent results?
- Do you want to learn the secret to becoming an organization everyone wants to work for?

Whether you are leading an organization or managing people day-to-day, this book will help to guide you on a path of long-term, consistent organizational success and, more importantly, to create success for your people and their lives.



## PRAISE FOR get your mind on ... your people



"There are shelves of books available offering guidance on leadership and talent management. Few offer more actionable guidance for real world managers than Get Your Mind on Your People, by Lori Stohs. Few authors have the hands on, face to face, heart to heart connection to leaders and their teams as Lori does. Read this book, follow Lori's guidance, and have the thrill of connecting with your team on a more intimate and engaged level. Watch your team thrive and your business take off!"  
—Doug Wilwerding

"Lori's thoughtful insight dispels the easy analysis of spreadsheets and forces us to look at the individual and how he or she can fit into properly defined job descriptions. [She] is a true champion of helping people match their strengths with the right job description."  
—Lunny Lundstrom

# FREQUENTLY ASKED QUESTIONS



## **How can I arrange for Lori Stohs to speak at my upcoming event?**

Reach out! Contact us with the following details at [Rhonda@LoriStohsConsultingGroup.com](mailto:Rhonda@LoriStohsConsultingGroup.com).

- Date and time of the event
- Location and venue information
- Any event-related themes
- Information about your expected audience size and composition
- Content ideas

When all details have been confirmed, we'll work with you to finalize the contract details and arrangements. Lori's team has a complete document outlining all travel and on-site requirements which will be delivered with her contract.

## **How far out into the calendar year is Lori typically booked for engagements?**

Lori Stohs is in high demand not just as a keynote speaker, but also as a human capital strategist and consultant. As a result, her calendar usually books up about 6-8 weeks in advance. While we can't promise that she's available for specific dates, we'll make every effort to work with your timetable. So don't hesitate to reach out!

## **Who will book Lori's travel for the event?**

Lori or a member of her team will be responsible for booking her travel. All travel fees will be discussed at time of contract.

## **Is Lori available prior to or following the event for small group sessions?**

Lori is open to and appreciative of any opportunity she gets with a smaller, more intimate audience before or following a large keynote. All details would need to be discussed in advance and agreed to in the final contract.

## **Can we speak with Lori prior to the event?**

Absolutely. As a matter of fact, it's a requirement! Lori enjoys personalizing content for her audiences and how her talk can fit best with additional content being shared that day. These calls can be used by your organization to prepare for its time with Lori.

Please be prepared to discuss:

- Your desired outcomes for your event
- The general makeup of your attendance list to ensure a far-reaching experience
- Challenges and goals your audience may be facing

## **Can we record Lori's presentation?**

A professional audio/visual recording may be discussed with Lori Stohs in advance of your event. Amateur audio and video recording by the audience is not allowed.

# FREQUENTLY ASKED QUESTIONScontinued

## How do we get copies of Lori's book?

For both bulk and individual book orders, please email [rhonda@loristohsconsultinggroup.com](mailto:rhonda@loristohsconsultinggroup.com) or visit [loristohs.com/book](http://loristohs.com/book) for more information. Please contact us as soon as possible if you'd like to make books available for your audience. If our team is given less than four weeks notice for bulk orders, we cannot guarantee an on time arrival. If you're interested in downloading a copy of Lori's book, please visit Amazon. Her book is also available on Audible and is narrated by her. .

## Can Lori meet with members of the audience after her keynote and sign books?

Of course! Lori loves any opportunity to connect with members of the organization she's working with as well as audience members. Book signing requests should be discussed before any contracts are finalized.

## Where can I learn more about Lori Stohs?

In addition to reading or listening to her book, *Get Your Mind On...Your People*, you can learn more about Lori, her work, and the Human Capital Movement on

- [LoriStohs.com](http://LoriStohs.com)
- [LoriStohsConsultingGroup.com](http://LoriStohsConsultingGroup.com)
- [GetYourMindOn.com](http://GetYourMindOn.com)

## In addition to speaking at our upcoming event, how can Lori Stohs help us come together as an organization?

As a Human Capital Strategist and a Consultant, Lori appreciates opportunities to work with smaller groups as well as perform 1:1's. A builder of people, organizations and communities, she offers a variety of solutions that will help your company realize the value of strengths-based work cultures. That's why she offers: Free, downloadable content including eBooks, videos, and podcasts on [GetYourMindOn.com](http://GetYourMindOn.com)

- Intimate small group seminars
- Online video courses
- 1:1 and team coaching
- In-depth company evaluations

