



Steve's first business was a snow shoveling company that he built and sold to a large landscaping company. The sale was for \$48 ... he was 10 years old. Years later, Steve has become a self-made multimillionaire who has built, bought and sold over 100 businesses and helped thousands more around the world identify and realize their dreams. One of Steve's proudest accomplishments is the fact that he helped make over 100 people millionaires in their own right.

An average student, Steve wanted to play football, so he attended Augustana College in Rock Island, Illinois. He transferred and graduated from Bradley University with a major in Political Science before receiving an MBA from Rosary Graduate School. During this time, Steve worked a variety of jobs as a waiter, construction roofer, landscaper, factory laborer, and an adjunct faculty to mention a few.

In his mid-twenties, Steve hit his first big success with a marketing company called SCA. He didn't have any business mentors or financial backing, so Steve learned on the fly. Possessing street smarts, a ton of passion, a solid work ethic, and of course some luck, Steve lived the trials of the small business owner. With limited resources, Steve used many cash flow conservation tactics such as sleeping in his car versus buying a hotel room, borrowing friends' cars to take out clients, and more. These experiences along with many others allow Steve to easily relate to people in all walks of life. He knows what it's like to stay awake all night agonizing over a decision he made 12 hours ago. He also knows the psyche and dynamics of the business owner, their families and employees both on the national and international scale.

Steve quickly realized that if he were going to make it big, he would need t...

## Steve Kaplan

### Speech Topics

- ☐ Sales
- ☐ Peak Performance
- ☐ Overcoming Adversity
- ☐ Motivation
- ☐ Marketing
- ☐ Leadership

## Testimonials

☐ "Steve was definitely a highlight of the program, and I know that his books were very well received. We look forward to staying in touch to discuss any future opportunities." ☐

- VP Business Development and Marketing, AM&AA.

☐ "Steve Kaplan knows how to fill up a room... and keep the crowd excited and engaged!! Our recent event was the biggest turnout yet, and Steve truly over-delivered. Not only was his presentation spot-on, but because he spoke from personal experience, everyone in the group was able to relate. He kept us laughing from start to finish. Steve provides actionable advice generated from relevant experience, high energy and passion... all things we value and appreciate from a speaker. We received great feedback from our attendees. Thanks, Steve!" ☐

- Education Chair, Entrepreneurs Organization, Chicago Chapter.