

# MICHAEL SCOVEL

LEADER | AUTHOR | SPEAKER



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## TOPICS

- Driving Sales Success: Strategies for Effective Sales Management.
- Leadership Redefined: Cultivating Influence and Inspiring Teams.
- Building Resilient Cultures: The Key to Organizational Success.
- Community Building: Fostering Connections and Strengthening Bonds.
- The Power of Positive Leadership: Transforming Organizations from Within.
- Navigating Change: Leadership Strategies for a Dynamic Business Landscape.
- Creating a Culture of Excellence: Principles and Practices for High-Performance Teams.
- The Art of Community Engagement: Building Strong, Inclusive Communities.
- Inspiring Change: Leadership Lessons for the Modern Era.

## EDUCATION

**California State University | Fresno**  
Bachelor of Science

**The American College of Financial Services.**  
Masters in Business Administration and Management.

## EXPERIENCE

Mike Scovel, a highly accomplished managing partner who has always had a relentless drive for self-improvement. His dedication became evident when he pursued a master's degree in management with a focus on leadership. This pursuit wasn't driven by any external gain, but purely by his desire for personal growth and the opportunity to make a greater impact on those around him. Remarkably, Mike has been a leader since the tender age of 22, and his journey to success has been nothing short of extraordinary. From starting his career at New York Life in Central California to becoming a member of the prestigious Million Dollar Round Table (MDRT). Within just two years, Mike's natural talent and passion for leadership propelled him to the position of partner at the age of 24. Recognizing his potential, Mike became a dedicated mentor, helping others achieve their own management dreams. As a sales manager, he successfully guided five agents to the role of sales manager themselves.

In 1999, Mike reached new heights when he took on the role of managing partner at the Stockton General Office. Under his guidance, the office experienced remarkable growth, moving up from the 90th largest office to an impressive 23rd within just five years.

Always eager for new challenges, Mike made a bold move to the Illinois General Office in 2005. His hard work and dedication paid off, leading to his promotion as senior vice president of the West Central Zone in 2009.

Today, Mike holds a position of utmost importance as the managing partner of the Dallas Fort Worth General Office. This office is renowned for its incredible success and thriving market, having received the prestigious Chairman's Trophy in 2016 and 2021. The trophy is awarded to the General Office with the best total sales performance and significant growth in key areas.

Mike's accomplishments go beyond the professional realm. He's also a talented writer, known for his captivating annual Christmas letter that share his family's adventures with wit and charm. Now, he's taking his love for writing to the next level by penning his first book, sharing the wisdom he's gained over the years and the guiding principles he lives by. He hopes to inspire others to live a meaningful and fulfilling life.

When he's not immersed in his work or crafting captivating stories, Mike indulges in the joys of life. From traveling to snowboarding, savoring fine wine to hosting unforgettable gatherings, he knows how to make the most of every moment. And at the heart of it all, Mike adores his role as a devoted spouse and proud parent to four beautiful children. Recently, he and his wife Patti celebrated the joy of becoming grandparents.

Mike brings a wealth of knowledge and expertise to all his endeavors. Guided by his unwavering faith, he serves as an inspiring example of professional success, personal fulfillment, and unwavering family values.