



CAPABILITIES STATEMENT

COMPANY OVERVIEW

We coach leaders and train teams to create and deliver speeches and presentations that change how people think or behave. Established in Ohio in 1989, we provide speechwriting, speech coaching, executive communication, and speaking and training services. **We help leaders innovate so they resonate when they communicate.**™

Clients come from many sectors:

- Technology | Engineering | Manufacturing
R&D | Automotive
- Wholesale Distribution | B2B | Professional Services
- Associations | Nonprofits
- Education | Health Care | Public Agencies
- Advertising | Marketing | Public Relations

CORE COMPETENCIES

Speechwriting (Speeches & Presentations):

Award-Winning Speeches | Keynotes & Signature Talks
Executive Addresses | High-Stakes Presentations
Culture & Change Communications
Business Pitches & Product Launches
Fundraising Speeches | Commencement Addresses
Groundbreakings, Dedications & Ribbon Cuttings
Weddings, Anniversaries & Retirements
Welcome & Award Acceptance Remarks
Speaker Introductions | Video Scripts & Podcasts
Event & Training Scripts

Speech Coaching: Message Structuring & Storytelling

Executive Presence Coaching | Confidence Coaching
Vocal Delivery & Body Language
Speech Rehearsals & Run-of-Show Preparation
Panel Participation & Fireside Chats | Video & Virtual Delivery

Executive Communication: Strategic Communications

Talking Points | Opinion Pieces & Statements | Ghostwriting | Books

Speaking & Training: Custom Workshops | General Sessions

Breakout Sessions | Webinars | Q&A Interviews
Emcee, Panel & Roundtable Facilitation

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COMPANY ADDRESS

314 Beechgrove Drive | Englewood, OH | 45322
zumwaldandcompany.com | 1.937.836.6802

COMPANY CONTACT

Teresa Zumwald, CEO
teresa@zumwaldandcompany.com

COMPANY DESIGNATIONS

Certifications: WBE and WOSB

WBE Cert.: WBE2101250

WOSB Cert.: WOSB211022

Business structure: LLC

DUNS: 624903154 | CAGE CODE: 6RMG6



COMPANY NAICS CODES

PRIMARY: 541820: Public relations services

SECONDARY

- 541611: Business management consulting services
- 541611: General management consulting services
- 541613: Customer service management consulting services
- 541613: Marketing consulting services
- 541613: Marketing management consulting services
- 541613: Sales management consulting services
- 541810: Advertising agencies
- 541810: Advertising agency consulting services
- 541820: Public relations agencies
- 541820: Public relations consulting services
- 611430: Management development training
- 611430: Professional development training
- 611699: Public speaking training
- 711510: Ghost writers, independent
- 711510: Script writers, independent
- 711510: Speakers, independent
- 711510: Writers, independent

21-TIME WINNER

CICERO
SPEECHWRITING AWARDS



PRIMARY CONTACT & KEY PERSONNEL: ZUMWALD & COMPANY



CEO Teresa Zumwald is an award-winning speechwriter, executive speech coach, executive communication adviser, trainer, author and ghostwriter. Since 2012, her speeches have won 28 international, national and regional awards including 21 Cicero Speechwriting Awards from Vital Speeches of the Day. Among her clients are board chairs, C-suite leaders, entrepreneurs and subject matter experts from the Fortune 500 and other U.S. and international firms including the former owner of two global manufacturing companies based in Europe. She routinely serves leaders as a thought partner and ghostwriter of executive communications for employees, shareholders, customers, partners, suppliers, the media and the public. Teresa recently collaborated as the writer of a revised and expanded edition of a business book, authored by an executive, that was published in 2026 for stakeholders of a private corporation. She also worked with this executive on his original book published in 2020. Teresa is a frequent lunch-and-learn, webinar and workshop presenter on confident public speaking, teaching leaders and training teams how to rework their own speeches and presentations to change how people think or behave. Over the years, her award-winning writing has been recognized by eight professional organizations, and her work has been published in 50 magazines, journals, corporate publications and online. She earned a bachelor's degree in journalism from The Ohio State University and later trained under an international speechwriter and speech coach. Her team includes an executive social content strategist, graphic designer and illustrator, and two executive assistants, plus a flexible bench of speechwriters, executive speech coaches, executive communication advisers and trainers.

COMPANY DIFFERENTIATORS

Our AIM for Impact™ model for creating and delivering speeches, presentations and executive communications that change how people **think** or **behave** and produce a **business result**. Leaders stand out – and make an impact – beyond what they ever expected.

Our in-depth interviewing technique for thought partnerships used with thousands of leaders over three-plus decades: human ingenuity that AI will NEVER be able to mimic or replace. This technique is a process of illumination that inspires a leader's best thinking. And it's the groundwork for innovative communications: ones that resonate with every stakeholder and change the status quo.

Our process for executive speech coaching tailored to each speaker's needs. We provide real-time feedback, delivery modeling and speech manuscripts with color-coded, personalized delivery cues so speakers feel prepared, confident and exhilarated: ready to deliver every line for maximum impact.

REPRESENTATIVE PAST PERFORMANCE

Speechwriting & Speech Coaching: 28 award-winning speeches for leaders in wholesaling (Winsupply), automotive (Advance Auto Parts), health services (John Snow, Inc.), advocacy/policy (Unplanned Good Inc.), culture (Inclusive Leaders Group), investing (confidential), call center recruiting (InnoSource), entrepreneurship (The Entrepreneurs Center), workforce development (The University of Dayton Center for Leadership), a nonprofit (Crayons to Classrooms), plus anniversary speeches.

Executive Communication: Writer of a 2026 business book authored by an executive: "The Spirit of Opportunity: How Free Enterprise Capitalism Lets Entrepreneurs at Winsupply Earn Their Own Success."

Speaking & Training: "Speak Like a Leader: AIM for Impact and Drive ROI," a half-day workshop to help leaders be more intentional and prepared when speaking in public, whether to small or large groups. ■