Michelle Anne Johnson combines corporate management experience, an extensive career as a professional actor, and executive coaching to offer a unique approach to leadership communication. Inspired by interactions with high-profile actors and business leaders, she has developed The ACP Presence Model™, a framework that instills leadership presence through the cultivation of authenticity, confidence, and purpose.

As a coach, Michelle uses a systematic process to help clients reframe challenges, get unstuck, and create new experiences that get results:

- Get honest about roadblocks and problem behaviors, and uncover limiting beliefs and assumptions that support them.
- Expand self-concepts and identity, and deepen self-knowledge and appreciation.
- Choose beliefs aligned with authenticity, confidence, and purpose.
- Identify and practice new behaviors that create positive change.

Michelle has worked internationally with clients at Fortune 500 companies across a variety of industries, including technology, finance, and human resources. She has facilitated programs on topics ranging from leadership communication, difficult conversations, women’s leadership, and storytelling.

Michelle also offers support for leaders and teams delivering keynotes and high-visibility presentations. Her approach includes:

- Message - creating an informative message that’s compelling and easily understood by distilling ideas into clear points, finding the “so what”, crafting a narrative structure, utilizing storytelling techniques & rhetorical devices, and inserting transitions that ensure a logical flow.
- Delivery - producing an expressive delivery with the body, face, and voice that balances complementary qualities such as warmth and strength, and relatability and authority.
- Presence – establishing a presence that communicates personal power by removing blocks to authenticity, confidence, and purpose.

Executives have also relied on Michelle to help them clarify and communicate their professional brand and value proposition for key career transitions such as promotions, partner nominations, and job interviews.

An accomplished actress, Michelle was a professional performer in Los Angeles for 20 years. She co-founded an award-winning theater company, wrote and performed in sketch comedy troupes and her own one-woman show, and has guest-starred in over 30 of the top television shows of the last 20 years, including “Friends”, “CSI”, “CSI: Miami”, “24”, “NCIS”, “Bones”, “Castle”, and “Modern Family.”

As a leader, Michelle held the position of Program Director at Stand & Deliver, a boutique communication consulting firm, and also served as an Assistant Vice President at the risk and insurance services giant Marsh, Inc. She has a BA from UCLA in Psychology and an MBA from UNC’s Kenan-Flagler Business School, earning the distinction of valedictorian.

She is currently writing a book about the ACP Presence Model™.
CLIENT TESTIMONIALS

“The experience of working with Michelle is easily one of the top moments in my career. Michelle didn’t only help me prepare for the presentation but she also helped me with communication and life skills that I will carry with me for the remainder of my career. If you were to ask me to grade my experience on a scale of 1 to 10 with 10 being the highest – I would say a 20.”

— J.S., Managing Director

“Every hour I spent with her was so worth the time! I engaged Michelle to help me articulate my brand and storytelling, as well as work with me on my delivery, confidence, and executive presence. She was able to zero in on my needs, get to the root cause of where I was having challenges, help to clarify and crystallize my messaging and really help me take my presence to the next level.”

— N.P., Partner

“Michelle was a pleasure to work with. She helped me to find my own voice and be able to develop materials that reflected my true character. This made it so much easier to present the material. Then Michelle helped me to bring out the best in my own delivery by finding ways to let my personality shine through. I would highly recommend using Michelle as she helps to enhance who you are as a presenter.”

— R.C., Partner

“Of the coaches I have interacted with over the course of my career, Michelle is one of the best I have encountered. Her energy, passion, insight and commitment to my success came across from my first interaction with her. I learned a great deal from her and her encouragement has helped me be successful.”

— W.P., Partner

CLIENT LIST

Swiss Re  SONY  Deloitte  BLACKROCK  PEPSICO  Medtronic

Randstad  AMERICAN EXPRESS  CISCO