



Antarctic Mike (Mike Pierce) works with organizations that want their people to be fired up, fully engaged and focused on growing the business, not merely maintaining it. Mike speaks professionally, is an avid endurance athlete and huge fan of polar history! His 15-year track record of selling success in the sales recruitment business and financial services industries speaks for itself. He is a multiple President club qualifier and consistent top performer. In Jan 2006, Antarctic Mike became one of just twelve people to have run a marathon on the Antarctic continent; 11 months later he returned to Antarctica to become the first American ever to complete the Antarctic Ultra Marathon, a grueling 100km. Since then Mike has completed winter marathons in Siberia, Mount Washington, and the Canadian Arctic. Mike also set world records for the longest Spin Bike at 120 continuous hours and the longest non-stop swim in a lap pool at 102km (65 miles). His stories have been featured on CNN, Sports Illustrated, Fox, ABC, CBS Early Show, ESPN, and many other national and international sources.

Mike now presents these stories to business and professional organizations across the US and Canada through stories from Antarctic expedition history, including his own Antarctic adventures. Some of his customers include MetLife, IBM, Selling Power, California Moving and Storage Association, Helms Briscoe, Monterey County Convention & Visitors Bureau, MPI, The American Association of Inside Sales Professionals, Vistage International, Wharton School of Business, and many others. His programs are very unique and effective to engage sales people, leaders, and corporate executives, to understand how to build and maintain a strong sales force, recruit and re...

Testimonials

“Mike’s presentation was perfectly suited to our audience of sales people. He was personable, authentic and effective.”

- S MONTEREY COUNTY CONVENTION & VISITORS BUREAU.

“Antarctic Mike’s keynote presentation at our CMSA annual convention exceeded our expectations. His ability to engage people in a story and deliver relevant and useful business and sales principles was right on.”

- CALIFORNIA MOVING & STORAGE ASSOCIATION.

Mike Pierce

Speech Topics

- Sales
- Peak Performance
- Overcoming Adversity
- Motivation
- Leadership
- Employee Retention

