

SPEAKER KIT

DAVID KOUTSOUKIS

EXCEPTIONAL TEAMS ARCHITECT



DAVID KOUTSOUKIS

AN INTRODUCTION FOR YOUR
NEXT CONFERENCE SPEAKER

No matter what role you have in your team, our next speaker says that with a few simple changes you can take your team to levels of performance you didn't think were possible.

Research shows that teams who focus on developing leadership capability and building great cultures significantly improve their productivity, performance and results. Unfortunately, many leaders over-complicate team development processes, and often create confusion with complex structures and unclear messaging. Exceptional Teams enjoy 'less stress and more success' by using simple messages, simple structures and simple systems.

David Koutsoukis (pronounced coo-soo-kiss) has been exploring the art and science of leading teams for 30 years and is the founder of the Exceptional Teams Academy. He is the author of more than 20 books including 'Why you click with some people and others drive you crazy!'

David is known as the Exceptional Teams Architect because of the unique set of blueprints, structures and tools he has developed that help managers design, build and maintain high performance cultures. He has worked with some of the world's top companies and leaders and teams he works with regularly break performance records and win industry awards.

David is here today to share new ideas and fresh perspectives about building vibrant and connected team cultures. His simple, and easy-to-implement ideas will not only help you deliver excellent results and build a great place to work, they'll help you create a competitive advantage that will enable your company to survive, and indeed, thrive in uncertain times.

Please welcome...

David Koutsoukis

10 REASONS TO BOOK DAVID



1

An Expert In His Field

David has been studying, researching and writing about leading teams and building great cultures for 30 years and has been a speaker and consultant since 2001. He has worked for a number of universities and been a regular presenter for the Masters of Business and Leadership program at Curtin University for many years.

3

Works In The Real World Every Week

Importantly, David is not just a keynote speaker. He works with leaders and their teams every week and is a consulting member of three or four teams at any one time.

2

Massive Body Of Knowledge And Resources

David is a prolific author and has written more than 20 books and almost 100 team development tools and resources. He has created specifically designed resources for each presentation to ensure that the learning lives on, and to enable the opportunity for deeper learning.

4

Has worked with some of the worlds top companies and leaders

David has worked with over 300 companies in 10 countries including BHP, Diageo and Astra Zeneca. He has facilitated events for the CEOs of global companies with massive scopes of work such as INPEX and Woodside in the oil and gas industry.

5

Engaging and entertaining presenter

David is known for his engaging presentations. He was a singer-guitarist and TV entertainer for many years and uses his entertainment skills to make his presentations enjoyable learning experiences with plenty of humour and fun.

7

Effective learning methodology

Early in his career David was a teacher and is obsessed with the transfer of learning. He is highly conscious of the fact that his job is not just to deliver information, but to connect with his audience in a way that makes his messages meaningful and memorable so they are inspired to improve their behaviour and performance.

6

Unique and creative

David's presentations are unique. Each keynote has an engaging metaphor to illustrate key points and special tools and techniques to embed key messages. David is highly regarded for his creative thinking skills and innovative ideas.

8

A veteran of the speaking industry

David has been a professional speaker since 2001 and is a Past National President of the National Speaker Association of Australia (now PSA). He has as worked with speakers bureaus, associations and conference organisers around Australia and the Asia-Pacific region, and understands the need for speed, reliability and timely communication.

9

Understands client needs

David understands that each client has different needs. He has special routines and processes that enable him to determine the specific outcomes his clients are looking and customises his presentations and delivery methods to meet these needs.

10

Easy to work with – value adding

David likes to think that he is flexible and easy to work with. He considers himself to be part of the conference team for events and is willing to help out in other areas if needed. Where possible, he will stay around for the whole day of his presentation, and on some occasions stay for the whole conference. David is keen to add value for the client and conference organiser where ever he can.

KEYNOTE PRESENTATIONS

BY DAVID KOUTSOUKIS





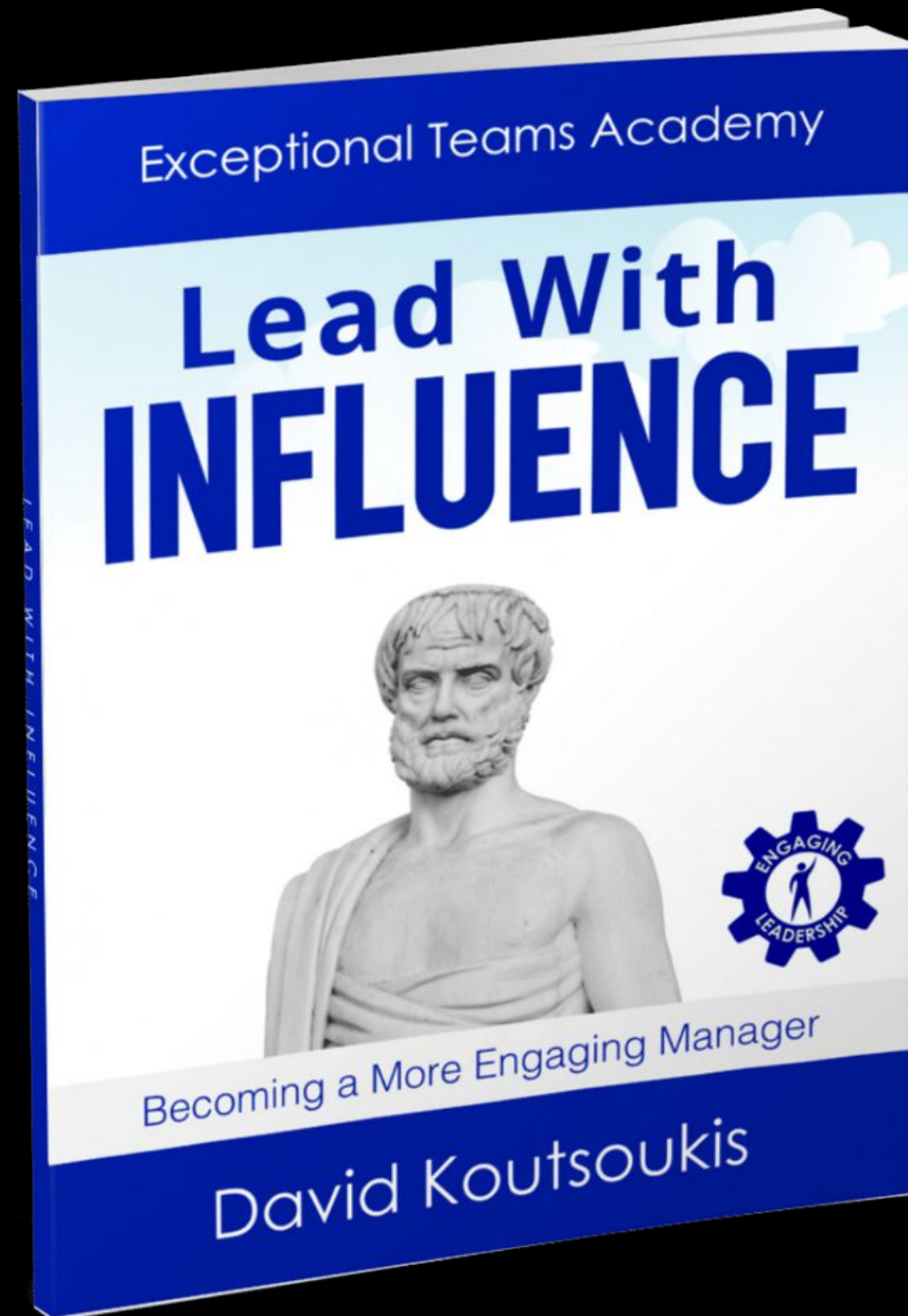
The 9 Drivers Of Exceptional Teams

A Blueprint For Team Success

We live in a world where people are conditioned to look for the next 'new thing'. Leadership experts frequently release 'brand new' success formulas that are really just variations of what we already know. With the constant flow of information from social media and other sources, team leaders are often confused and over-complicate what needs to be done to get the best out of their people and teams.

David Koutsoukis has been exploring the art and science of leadership for 30 years and has discovered there really only 10-12 simple concepts team leaders need to know. He has distilled these concepts into a simple, yet powerful Blueprint for Team Success. In this dynamic and engaging presentation David will show why 'there's nothing new under the sun, it's all in the way it's spun', and demonstrate how you can build high a performance team with less stress and more success by using simple messages, simple structures and simple systems.

Discover how to take your team from good - to great - to exceptional!



Lead With Influence

Becoming A More Engaging And Influential Manager

Exceptional Teams have engaging leaders who are able to connect with their people and influence, manage and motivate them towards achieving team goals and objectives.

This intriguing presentation will reveal the ancient secrets of influence and demonstrate how managers can apply them in a modern world to become more engaging and influential leaders.

Attendees will learn simple techniques to:

- Boost credibility and appear more intelligent, capable and assertive.
- Build trust and be perceived as professional, honest and reliable.
- Become more likeable with humility, empathy and people skills.
- Inspire others through passion, encouragement and by creating excitement.



LIFT Your Mindsets

Promoting Positive Mindsets In Teams

There are 4 types of people in teams: Draggers, Laggards, Cruisers and LIFTERS. Exceptional Teams are full of LIFTERS - people who LIFT the attitudes, aspirations and performance of those around them with positive thoughts, words and actions. LIFTERS are action-oriented and solution-focused and use their strengths to deliver high standards of performance and achieve exceptional results.

This dynamic presentation will show you how to LIFT Your Mindsets and boost the engagement, performance and results of your team.

Attendees will learn how to:

- Promote positive mindsets and shut down negativity.
- Harness the power of words by ensuring people use constructive and not destructive language.
- Motivate people to LIFT their expectations of behaviour and results, and how to support their team-mates to do the same.
- Generate positive energy through simple activities that promote positive action.



Find Your Kefi

How to Find and Keep Your Zest For Life!

KEFI is a Greek word that means 'zest for life' and people who are engaged in life and work have plenty of it. They are positive and productive and have an optimistic outlook and a can-do attitude. People who are unhappy, negative or disengaged have 'lost their KEFI' and sap the energy of those around them. Individuals want KEFI, managers want KEFI and teams need KEFI.

Discover how to boost the energy and enthusiasm of your people with this fun and interactive keynote presentation.

Attendees will learn:

- The critical importance of KEFI for individual, team and organisational success.
- How to Find Your KEFI every day and sustain it.
- How to snap out of bad moods and Find Your KEFI quickly.
- How to become a KEFI Creator and help others find their KEFI when they've lost it.



Build One Team

Enabling Excellent Teamwork

Exceptional Teams are efficient and effective because their people work together well as a team. They have a strong sense of fellowship and a uniqueness that makes people feel they belong to a special family or tribe. Exceptional Teams engender a sense of belonging, trust and mutual respect and a collective commitment to team goals. As the Musketeers would say, they have a mindset of, 'All for one and one for all!'

Enjoy this entertaining presentation that will introduce you to the Musketeer Mindset and the 4 Tenets of Teamwork.

Attendees will be learn how to:

- Improve team commitment and loyalty.
- Get all team members aligned and focussed towards achieving team goals.
- Improve teamwork and create synergy with better communication.
- Boost relationships and team spirit with simple ideas to improve trust.

TESTIMONIALS



"David's presentation really hit the spot. His entertaining style and connection with the delegates really shone through with the key messages being evident long after the presentation."



"David's exuberance, innovative approach and engaging manner with which he connects to the audience are exemplary - a truly sensational learning experience!"



"David's ability to engage and energise the entire audience was exceptional. He created a great deal of fun, enthusiasm and value, which resulted in our best conference ever!"

A COMMITMENT FROM DAVID

People often make comments like ‘You love your job don’t you?’ or ‘Your enthusiasm is contagious!’ Speaking is not my job, it’s my vocation.

My personal mission is ‘to lift the spirits and wisdom of people and teams to help make the world a more thoughtful and happy place.’ My commitment to you, is that I will do everything in my power to make your event a memorable experience that lifts the spirits and wisdom of your delegates, and helps make their world a more thoughtful and happy place.



TECHNICAL REQUIREMENTS

David's technical requirements are dependent upon the nature of the program, the venue and the size of the audience. The following list outlines what he would typically require for a conference keynote or workshop.



Lapel microphone

Data projector
input for Mac
laptop

Audio output for
computer

Projection screen

Small table

David prefers to use
his own laptop and
have it on stage when
he presents

A hand held
microphone may be
needed as directed by
the conference
organiser

For some
presentations,
David will require a DI
box to plug a guitar
into the PA system.

Please focus as much
light as possible on the
stage without
detracting from the
quality of the
screen image.



A SHORT BIOGRAPHY

FOR YOUR CONFERENCE PROGRAM

David Koutsoukis is an international speaker, author and consultant who has been exploring the art and science of leading teams for 30 years. He is the founder of the Exceptional Teams Academy and the author of more than 20 books including 'Why you click with some people and others drive you crazy!'

David is known as the Exceptional Teams Architect because of the unique set of blueprints, structures and tools he has developed to help managers design, build and maintain high performance cultures. He has worked with some of the world's top companies and leaders he works with regularly break performance records and win industry awards.



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