



## Andy Kaufman

“Helping organizations deliver projects and lead teams”

**Expertise:** Leadership • Project Management • Relationships • Networking

**Keynote Fee Range:** \$5,000 - \$10,000

**Location:** Chicago, Illinois

**Contact:** 866-884-5323 (toll-free)

Andy Kaufman is an international speaker, author, and executive coach. Andy works with organizations around the world, helping them improve their ability to deliver projects and lead teams. Andy’s keynotes, workshops, and executive coaching services have reached tens of thousands of people from hundreds of companies over the years, helping them deliver their projects, become more confident leaders, take focused action, and deliver results. He brings a rich background of over 25 years of experience in executive management, technology, team leadership, project management, consulting, and coaching.

Andy is a certified trainer and author of **Navigating the Winds of Change: Staying on Course in Business & in Life**, **Shining the Light on The Secret**, and an e-book entitled **How to Organize Your Inbox & Get Rid of E-Mail Clutter**, all published by Zurich Press. He is a certified Project Management Professional (PMP®) and a member of the Project Management Institute (PMI®).

Andy is the publisher of the **Horizon Time** newsletter which is read by thousands of professionals around the world. He is also the host of **The People and Projects Podcast** which provides interviews and insights to help listeners lead people and deliver projects. The podcast focuses on the intersection of People and Projects--where work gets done in the real world. Andy is a recognized expert on topics related to leadership, project management, relationships, networking, managing conflict, teambuilding, and delivering results.

## Programs With Brief Descriptions:

- **The Dirty Little Secret of Business**

Regardless of your role, there are challenges and roadblocks that stand in your way. How can you deal with difficult people who are obstacles to your ability to deliver? How can you influence someone to align with your priorities even when you don't have the organizational authority? How can you find time to network when you're overwhelmed with day-to-day work? In this keynote, Andy Kaufman shares "The Dirty Little Secret of Business." You won't learn this secret in school, yet it is critical to your success. The secret is simple—it's all about relationships. Andy describes the key relationships you must develop to advance your projects and career. Discover how understanding different personality types will improve your ability to build rapport, influence people, and control situations. Learn what networking is—and isn't—and how to increase the effectiveness of your networks with less effort. Particularly in today's challenging economy when you are being asked to deliver more with less, it's critical that you invest in the power of relationships.

- **Lipstick on a Pig: How Illusion Leads to Crisis**

It could be there isn't any one crisis that comes to mind. Rather, it's just this increasing sense that the demands of the business are growing faster than our ability to deliver them. Perhaps the top-line has leveled off or the bottom-line is not growing as you need. We need to get better at execution. Yet the question lingers: "How can we get better?"

Or it could there has been a crisis, such as the loss of a key client or some key employees. Or maybe you're thinking about projects that had to be killed, or came in so far over-budget and past timeframes that you have to ask the question: "How did we get here?"

It starts with a firm grasp of reality. As Jerry Weinberg observed in **The Secrets of Consulting** (Dorset House, 1985), "It may look like a crisis, but it's only the end of an illusion."

Lipstick on a pig. We've seen it with sales forecasts, annual goals, marketing strategies, and project plans. No matter how thick you try to cover it, reality has this annoying way of winning.

This keynote will help you and your participants understand how to tap into that reality to help you develop better plans and deliver more reliably.

## Testimonials

"At this point in my career I've had the opportunity work with very talented people and I can say with confidence that you are near the top of the list. Thanks again for a great experience."

-- **Peter, Fisher-Price**

"I wanted to express my gratitude to you for your role in making our offsite event a success. We asked attendees what key learnings they took away from the one-day event and people mentioned your session topics specifically. Thank you very much for being so easy to work with and delivering such quality content!"

-- **Mary, TAP Pharmaceutical Products, Inc.**

"One of the most relevant sessions I've had. With 18 years experience it's nice to have teaching that will actually help me!"

-- **Beth, Northern Trust**

"We brought Andy in to present a keynote to our customers and prospects on a gloomy Fall day at the race track. Andy's energy and enthusiasm brought a ray of sunshine into the tent, and partnering with him was the best bet of the day! The event was a huge success, and we plan on working closely with Andy in the future."

-- **Peter, Daugherty Business Solutions**

To inquire about Andy's availability for your upcoming event, please visit us online at:

<http://www.i-leadonline.com/meeting-planners.asp>

Or call us toll-free at 866-884-5323.