

A full-body portrait of a man, Andy Kaufman, standing against a solid blue background. He is wearing a dark blue, subtly patterned suit jacket over a light blue button-down shirt. He is smiling and looking towards the camera. His hands are in his pockets.

ANDY KAUFMAN KEYNOTE OVERVIEW

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About Andy Kaufman

Andy Kaufman is a master teacher focused on helping people and organizations around the world unlock their ability to lead teams and deliver projects.

Before becoming an internationally sought-after speaker and hosting the acclaimed People & Project Podcast, Andy spent nearly two decades managing and leading teams on the executive level for global information technology companies. As he grew from frontline manager to senior leader across multiple industries, Andy developed practical approaches for leading and delivering that he now shares with hungry audiences around the world. He founded the Institute for Leadership Excellence & Development Inc. (I-LEAD) for a simple purpose: to help organizations around the world unleash their ability to lead and deliver--the two critical factors in expanding and winning in any market.

In addition to running the Institute, Andy has transformed practices, habits, and company cultures with leaders at the United Nations, Grainger, Northern Trust, JPMorganChase, to name just a few.

Through every engaging, interactive keynote and workshop, Andy helps professionals at all levels understand how the wisdom from leadership and project management disciplines leads to company and career success. Your leaders will be inspired by practical, evidence-based insights to improve communication across the organization, better navigate through conflict, lead teams under pressure, and deliver results. Andy will inspire your group to make positive, lasting change. They will never look at leading and delivering the same again.

Transforming organizations through proven, holistic, real-world approaches.



Keynote Topics

Looking for a high-energy keynote that delivers business results? The **LEAD** and **DELIVER** revolution is built one audience at a time, and we would love to inspire yours. All of our keynotes are tailored to the unique needs of your particular audience. Below is a sampling of our most requested keynotes, with more expanded descriptions on the following pages:

That's Not What I Meant!	The Future is Projects
Leading Teams That Deliver	The Dirty Little Secret of Business
Leading Under Pressure	Help for the Crazy Busy

That's Not What I Meant!

How to improve your ability to understand and be understood



- Identify the 4 key factors that hinder communication
- Learn a neuroscience-based model that has radically improved communication
- Discover a 5-step process for improving your ability to be understood
- Consistently rated as one of the top keynotes at events

You can improve (or aggravate) almost every situation in business and life by how you communicate. A well-crafted message can make the difference between getting sign-off or creating more resistance. It can help us influence despite limited authority or create more obstacles to delivery. In this highly interactive keynote, Andy will help you understand the science behind biases that cause misunderstanding. This is a fun, insightful, motivating keynote that will arm your audience with practical tools to improve their communication. If you've ever wondered, "How in the world could they think that?" you'll benefit from this keynote.

Leading Teams That Deliver

Secrets of the highest performing teams



- Pinpoint the scientific factors holding back your teams' effectiveness.
- Discover game-changing differences between cognitive and affective conflict.
- Learn how to secure critical commitment and develop deep trust
- Keynote can include our highly requested Spy Game exercise

Getting a team of people to truly work in partnership can be a daunting challenge. Yet our success in delivering results often depends on how effectively we collaborate. We need our teams to be high-performing yet teams are made up of people with varying degrees of knowledge, skills, and commitment, and often egos, personalities, and agendas get in the way. In this inspiring keynote, Andy shares practical ideas to help your team move forward in its ability to deliver successful results.



The Future is Projects

- Learn how project management isn't a title--it's a set of skills to help you deliver
- Discover a simple technique to keep you on track (and those you depend on)
- Learn how to stay on track, even when changes are encountered
- Empower your audience members to more reliably deliver



Help for the Crazy Busy

- Learn what the science of procrastination can teach us about staying focused
- Discover practical techniques to prioritize your work to focus on the highest-value activities
- Learn insightful ways to say No without saying No
- Walk away with dozens of follow-up resources to continue the learning after the keynote



The Dirty Little Secret Of Business

- Discover the strengths (and weaknesses) of your current network of relationships
- Learn why we often don't invest the time we should in relationship-building
- Learn practical ways to invest in relationships without requiring significant time commitments



Leading Under Pressure

- How leading under pressure starts with taking care of yourself
- How your network of relationships can make all the difference when leading under pressure
- How to look further ahead to anticipate risks in pressure-filled situations
- How the way you look at pressure and stress can make all the difference



Keynote Fee Schedule

Speaking fees vary depending on event location. With advance notice, Andy can be available for private meet & greets. For more information about booking Andy, including frequently asked questions, please refer to page 9 or contact pr@i-leadonline.com.

Location	Fee
USA	\$15,000*
Canada / Mexico	\$20,000*
Outside North America	\$25,000*

* Required, but not included in the price: two business class airfares, ground travel and accommodations for two.

All prices listed in US dollars. A non-refundable deposit totaling 50% of the keynote fee is due on contract signing to hold the agreed-upon date for the client.

For more information on booking Andy Kaufman, contact pr@i-leadonline.com



Details for Your Event

Use the following guidelines and resources to help plan and run your event.

To download the latest photos, video, and bio, go to www.andykaufmanspeaking.com

Approved Short Bio

Andy Kaufman is one of the world's leading voices on leadership and project management. Andy works with leaders at the United Nations and other global clients to improve their ability to deliver on their initiatives. Before becoming an internationally sought-after speaker, Andy started as a software developer and was promoted into management for all the wrong reasons! He is the author of three books and host of the acclaimed People and Projects Podcast, which provides interviews and insights to help his global audience learn how to lead and deliver.

Requirements for Audio and Video

Please ensure that your facilities have the following equipment:

- 1. LCD Projector with PowerPoint presentation capability**
- 2. Lavalier or Countryman microphone with fresh batteries**
- 3. Two handheld wireless microphones for audience Q&A session**
- 4. Wireless presenter for the PowerPoint presentation (we recommend a Logitech Wireless Presenter)**

Suggested Introduction Script

Here is a suggested script to introduce Andy Kaufman to your keynote audience.

Andy Kaufman is recognized as one of the world's leading experts on leadership and project management. He is the President of the Institute for Leadership Excellence & Development Inc., which helps organizations around the world improve their ability to lead and deliver. In addition to running the Institute, Andy works with leaders at the United Nations to improve their ability to deliver on their initiatives. He teaches MBA classes at Loyola Chicago's Quinlan School of Business and works with global clients, such as Marriott International, Microsoft, United Airlines, Grainger, Takeda, Credit Suisse, AbbVie, and ExxonMobil. Before becoming an internationally sought-after speaker, Andy started as a software developer and was promoted into management for all the wrong reasons! As he grew from frontline manager to senior leader, Andy developed approaches for leading and delivering that he now shares with audiences and coaching clients around the world. He is the author of three books and host of the acclaimed People and Projects Podcast, which provides interviews and insights for his global listeners on how to lead and deliver.

Please welcome Andy Kaufman.

Frequently Asked Questions

How can I arrange for Andy Kaufman to speak at my company/conference?

Contact us at pr@i-leadonline.com.com, or call us at **847.530.7621**.

In order to proceed with a speaking engagement, we will need to know certain information about your planned event: the date and time, the location and venue, the purpose or theme of the event, and the size and composition of the audience for the keynote. Once these details are established, we will work with your company to finalize a contract. In addition, each client will be asked to sign our speaking rider.

How far in advance do we need to book Andy as a speaker?

Between demand for Andy Kaufman's keynotes and his teaching schedule, we cannot guarantee that he will be available for all engagements. We recommend contacting us at least 4–6 weeks in advance of your preferred date, but we will do our best to accommodate special circumstances.

Will we be able to speak with Andy before the event?

Yes. We will arrange for a call between you and Andy to discuss the outcome of his time with your organization. Typically 4–6 weeks prior to the event, you will inform Andy about your organization's current issues, goals and challenges, as well as the general makeup of the keynote audience, in order to make sure through customization and personalization that everyone gets the most out of the experience.

How do we get copies of Andy's books?

Please contact pr@i-leadonline.com for information on how to obtain copies of Andy Kaufman's books. In order for the books to arrive on time for your event, we need to receive the delivery address at least four weeks in advance of the event date.

Will Andy sign books after the keynote?

Yes. To accommodate Andy's itinerary planning, please ensure that you specify in advance that you want to include time for book signing at the event.

Can we record Andy's presentation?

No audio or video recording or broadcast of Andy's presentation is allowed without prior written approval from us.

Where can I find more information about Andy?

Visit andykaufmanspeaking.com, where you can learn more about Andy and his company, and download photos, videos, and other media.

Who is responsible for making the travel arrangements for Andy?

We will make airline and ground transportation arrangements. We ask that the client make Andy's hotel arrangements and provide the reservation information to pr@i-leadonline.com.

What else can Andy and his organization do to help us lead and deliver more in our company/organization?

We provide comprehensive solutions to help organizations and teams lead and deliver. To achieve the greatest impact in creating and sustaining a LEAD and DELIVER culture, we recommend a blended solution involving:

- 1:1 Coaching
- Live or virtual education programs
- Hands-On Workshops in Leadership & Project Management
- Engaging leadership and project management e-learning

We also offer each of these solutions independently or in any combination that suits the needs of your organization.

Please contact pr@i-leadonline.com with questions regarding keynotes or any other programs.

To learn more about booking **Andy Kaufman**,
contact us at:

E: pr@i-leadonline.com

T: 847-530-7621

