

PERFORMING INNOVATING LEADING

UNDER PRESSURE

I have never been to a more powerful live cast keynote! Dr. Pawliw-Fry was able to hold the attention of our audience with his stories and insights the whole time. We literally had no one drop off the entire time. Amazing!

NY Presbyterian Hospital



VIRTUAL OFFERINGS



INSTITUTE *for* HEALTH *and* HUMAN POTENTIAL

THE CHALLENGE



WITH COVID-19 AND RE-
EMERGENCE, PEOPLE ARE
FACING

- More difficult conversations & decisions
- More intense pressure moments
- More anxiety
- More need to be decisive; and,
- Increased need to engage people

BUT THEY ARE STRUGGLING,
BECAUSE THEY ARE USING THE
WRONG APPROACH TO DEAL WITH IT

THE WRONG APPROACH



MOST PEOPLE CONTINUE TO RELY ON THEIR IQ & TECHNICAL SKILLS TO MANAGE THE CURRENT ENVIRONMENT

- Yet IQ and technical skills do nothing to help someone deal with the increase in fear, uncertainty, and anxiety they are experiencing. And managed unskillfully, these strong emotions reduce cognitive capacity, impairs the ability to work with others and makes it very difficult to form an effective, adaptive, response.
- It doesn't have to be this way.
- It is not IQ or technical skills that your people need today, the right approach is the ability to *Manage Emotions Intelligently*.
- Your organization is facing many difficult decisions, conversations, and situations, what we call **Last 8%** situations, which are the 'hardest' part of a situation that people often avoid or make a mess of, due to strong emotions. If your organization is to adapt and succeed during Covid-19, you will need people who are adept at handling Last 8% situations.

THE RIGHT APPROACH



Managing Emotions *Intelligently*

THE CALM PERSON IN THE BOAT

LEVERAGE THE POWER OF EMOTIONAL INTELLIGENCE

- This virtual program will teach your people brain-based strategies to manage fear and emotions so they can be a source of calm in your organization and help people be their best in the most trying situations.
- They will learn how to influence & engage others who are at a distance and themselves feeling overwhelmed emotionally.

PERFORMING UNDER PRESSURE

- To survive, your organization needs to be agile and see opportunities where others do not
- Your team will learn specific tools, based on key habits we have learned working with high performers in the NFL, NBA, Olympic teams, Navy seals, Goldman Sachs, Intel, among others to be adaptable, resilient and opportunistic under the most intense pressure.
- This virtual program is based on a 12,000-person study we did for our New York Times bestselling book, *Performing Under Pressure*

LEAD IN LAST 8% SITUATIONS

- Now is not the time to play safe. Tough decisions and conversations that may have been put off in the past are now critical to your success.
- Avoiding difficult decisions, conversations, and situations, what we call Last 8% Situations, not only handicaps your organization's ability to adapt and win, but disengages your most important resource, your people.
- In this powerful virtual program, your people will learn specific tools to engage in the difficult conversations and decisions that leads to a high performing culture that drives innovation, engagement and success.

IT'S NOT JUST A SPEECH, IT'S A POWERFUL VIRTUAL EXPERIENCE

For over 20 years we have worked with the world's leading organizations who are under pressure. We have pioneered award winning, virtual learning and keynote experiences to these organizations in geographically dispersed areas across the globe. We are the forefront of being able to digitally help your people perform, innovate & lead during Covid-19.



VIRTUAL FIRESIDE CHAT

Interactive Conversation
Powerful storytelling
Brain based insights



VIRTUAL KEYNOTE

Powerful Ideas
Brain based insights
Actionable Tools



VIRTUAL WORKSHOP

2-hour interactive learning
Brain based insights
Actionable Tools to Transform
Behavior

WHO IS DR. JP PAWLIW-FRY?

DR. JP PAWLIW-FRY IS THE WORLD'S LEADING EXPERT ON PERFORMING, INNOVATING AND LEADING UNDER PRESSURE.

- NY TIMES BEST SELLING AUTHOR of PERFORMING UNDER PRESSURE, available in over 65 countries.
- Advisor to Olympic, NBA and NFL teams & some of the world's biggest brands like Goldman Sachs, Intel, the US Navy, FBI and CIA.
- JP's start-up became a Profit 100 Fastest Growing Company.
- JP's taught leadership at Kellogg Graduate School of Management and was consistently one of its highest ranked.
- JP is a pioneer in delivering virtual keynotes, bringing a perfect balance of science-based ideas and tools with Energy and Inspiration.

“I watch a fair amount of virtual programs and this was one of the best. I loved how the information was supported by science, brought to life by real life experiences, as well as tangible tools you can follow-up with.”

UNITED HEALTH GROUP



APPLAUSE



JP delivered the best online keynote we have ever had. It was way more interactive than we expected. He is the perfect person if your organization is dealing with the pressure of change and yet still needs to perform.

ORLANDO MAGIC



Best online presentation I have ever attended. Different than the usual: interactive and engaging, yet highly substantive. Huge success.

MORGAN STANLEY



This virtual keynote exceeded my expectations. I learned something new hearing about the research on the Last 8% and our brain responses.

DELOITTE

charles
SCHWAB

Deloitte.



SONY



CISCO



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