

# PERFORMING INNOVATING LEADING

UNDER PRESSURE

Bill Benjamin

Bill is outstanding. He knows his stuff and is super engaging online. Bill also really knows virtual delivery and adult learning principles. This was a well-designed, well-executed virtual program that allowed for maximal interactivity. It could have gone longer, and I wanted more!

FBI



VIRTUAL OFFERINGS



INSTITUTE *for* HEALTH *and* HUMAN POTENTIAL

# THE CHALLENGE



WITH CORONAVIRUS AND  
RE-EMERGENCE, PEOPLE  
ARE FACING

- More difficult conversations & decisions
- More intense pressure moments
- More anxiety
- More need to be decisive
- 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 what we call **Last 8%** situations, decisions and conversations, 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 STRONG EMOTIONS

### 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 Bill Benjamin?

Bill Benjamin is one of worlds leading experts on EMOTIONAL INTELLIGENCE and PERFORMING, innovating and leading UNDER PRESSURE.

- His high energy level and enthusiasm has resulted in a successful track record with discerning audiences that include surgeons, athletes, U.S Marines and NASA engineers.
- You get to learn leadership skills from a guy who has degrees in Mathematics and Computer Science.
- He takes a brain-science based approach to Emotional Intelligence and Performing Under Pressure.
- He has a unique talent for Virtual Keynotes that are authentic, highly interactive and engaging.
- He takes the time to get to know your group and the challenges they face and integrates that into his sessions.



# APPLAUSE



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 take-aways and tools you can follow-up with. Bill is putting great things out into the world

NAES CORPORATION



This was an insightful and practical session. I was able to connect this directly to my own behaviors. I liked the way you had us practice the strategies rather than just telling us about them so we could internalize the behavior. That way, I'll actually remember it!"

INTEL



I just attended an absolutely phenomenal online keynote by Bill Benjamin on Emotional Intelligence - with a focus on how it can diminish during times of crisis, and what we can do about that. It got me so fired up! The neuroscience element was the cherry on top

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