



KEITH FERRAZI

#1 NY Times Bestselling Author of Never Eat Alone, Renowned Global Thought Leader in The

Future of Work

- Executive Team Coach: 20+ years coaching Fortune 500 companies, startups, and governments through Ferrazzi Greenlight
- Research Leader: Heads Greenlight Research Institute focused on team transformation; founded Radical Innovators Collaborative for peer learning
- Best-Selling Author: #1 NYT author of Never Eat Alone, Leading Without Authority, and Competing
 in the New World of Work; latest book Never Lead Alone based on 3,000+ organizational
 assessments
- Thought Leader: Regular contributor to Harvard Business Review, Forbes, WSJ, Fortune, Fast Company, and Inc.
- Award Winner: 2024 Coaches 50 Award recipient, recognized among world's top executive coaches

- Innovation Focus: Co-founder of Radical Innovators Collaborative, a community that builds authentic connections for visionary leaders of the world's most innovative companies to ignite transformative change
- Impact Driven: Active philanthropist and strategic investor focused on societal improvement

Keith Ferrazzi is a renowned executive team coach, keynote speaker, influential thought leader and founder of Ferrazzi Greenlight, where he has spent more than 20 years coaching Fortune 500 companies, unicorn startups, and even governments. Keith leads the Greenlight Research Institute, which is focused on team transformation. He is a business coach who challenges the way teams work to achieve breakthrough results through more connection and collaboration across silos, with a revolutionary shift from leadership to teamship. His Radical Innovators Collaborative brings together Fortune 500 CIOs and CHROs for peer-to-peer interaction and ongoing best practice sharing.

Keith's columns are regularly published in Harvard Business Review, Forbes, The Wall Street Journal, Fortune, Fast Company, and Inc. Magazine. Ferrazzi is also a #1 New York Times Bestselling author with familiar titles like Never Eat Alone, Who's Got Your Back, Leading Without Authority, and Competing in the New World of Work. His latest book, Never Lead Alone: 10 Shifts from Leadership to Teamship, draws on two decades of team coaching experience and research insights from 3,000+ diagnostic assessments with leading organizations. He is a 2024 recipient of the Coaches 50 Award, which recognizes the world's most influential executive coaches. Ferrazzi is also a philanthropist and strategic investor, where he is committed to making a positive impact on society.

TEMAS

Keith tailors each presentation to the needs of his audience and is not limited to the topics listed below. Please ask us about any subject that interests you;

Leadership

- Marketing
- Peak Performance
- Sales
- The Future of Work

PROGRAMAS

The Future of Leadership is Shifting to Teamship

Research shows that 81% of team members believe they collectively fail to achieve their full potential, while 71% feel they don't sufficiently collaborate on their organization's most critical challenges. "Never Lead Alone," Ferrazzi's latest book, addresses this untapped potential with insights and practical strategies for building dream teams in the age of Al.

In this transformative keynote, you'll discover:

- The power of Co-Elevation behaviors and how they can dramatically improve team performance
- 10 critical shifts that provide a roadmap for transforming team dynamics in as little as six months
- High Return Practices for fostering a culture of candor, inclusivity, and purposeful collaboration
- Strategies for leveraging both human and AI perspectives to drive innovation and bold thinking
- Insights on building resilience, accountability, and sustained alignment around a shared vision
- Case studies from leading organizations including Cisco, Dropbox, IBM, JetBlue, Procter & Gamble, Salesforce, and more
- As AI reshapes the business landscape, the teams that will thrive are those who can adapt, innovate, and co-create with both human and AI teammates. This keynote is your guide to making the leap from leadership to teamship and unlocking your team's full potential in the AI era.

Reengineering Teams for Al-Optimized Collaboration

Keith Ferrazzi helps leaders harness AI not as a set of tools, but as a catalyst for transforming collaboration. By weaving AI into the fabric of Teamship, he shows how technology can strengthen trust, accountability, and connection, so teams achieve

breakthroughs that no system or individual could deliver alone.

How teams collaborate smarter with AI:

- Clarify Human + Al Roles: Establish who interrogates the data, who decides, and who
 delivers, eliminating confusion and siloed work.
- Accelerate Feedback Loops: Use Al-driven insights to fuel high-trust huddles and rapid adjustments that optimize collective output.
- Spot and Solve Friction Fast: Al reveals where workflows break down, while teams practice co-creative problem-solving to fix them.
- Scale Al Know-How Through Champions: Build an internal "Al Blackbelt Squad" that spreads both technical know-how and habits of co-elevation.

Participants leave with a playbook for Al-optimized collaboration where empathy, shared accountability, and productivity scale together, ensuring technology strengthens the human bonds that drive performance.

A New Social Contract for Teams

Achieve breakthrough team performance with a new social contract that emphasizes candor, collaboration, accountability, and continual improvement. In this inspiring and informative keynote, you'll discover practices that help exceptional teams escape outdated behaviors to realize lasting change.

Ferrazzi Challenge Talk

How much longer can your team afford to play it safe in the face of disruption? Keith Ferrazzi's Challenge Talk propels teams out of their comfort zones and into the bold action disruption demands. This isn't a speech for passive listening; it's a catalytic moment for your leaders and employees to wrestle with the question: What do we need to adapt and adopt to create the future we want? Each Challenge Talk is customized based on pre-session interviews and diagnostics to reveal the strategic, operational, and cultural hurdles unique to your organization.

As a result, your teams will leave this session equipped to:

- Confidently test bold ideas, surfacing risks and opportunities early.
- Speak openly and honestly in ways that accelerate innovation and bold solutions.

Tap into the full range of talent and expertise across the organization.

• Support one another with peer-driven accountability and coaching.

• Forge the critical relationships and networks that speed adoption of AI and other big

shifts.

Build agility into daily work, so teams can pivot quickly as conditions evolve.

The result is not just a talk, but a challenge experience – a powerful moment of alignment

where your people walk away clear on how to step up, seize opportunities like AI, and

contribute to the bold future your organization is building.

Competing in a New World of Work

The pandemic forced us to shed antiquated ways of doing business and make bold leaps

into the future of work. In this keynote, Keith uncovers the emerging best practices of

thousands of c-suite executives on how to remain competitive and impactful in a post-

pandemic world. You'll leave inspired and ready to catapult your organization forward,

embrace new realities, and discover new frontiers. Video

8 Ways You're Doing Hybrid Work Wrong

As we move into a new paradigm of work post-pandemic, the hybrid workforce is our new

reality. Yet today's thinking about remote and hybrid work is full of failed use cases rather

than best practices. Before we write off remote and hybrid work, let's do it right. In this

engaging keynote, Keith will share eight myths about collaboration, inclusion, innovation,

culture-building, people management, and well-being in the hybrid workplace and give

participants the knowledge and strategies they need to do it better. Video

High-Performing Teams: Accelerate Collaboration through Co-Elevation®

Now more than ever, leaders need to build teams that are committed to going higher

together. This is possible through Co-Elevation® - a powerful approach to collaboration for

high-performing teams. You'll walk away with a roadmap for implementing Co-Elevation®

and an understanding of its power to break down silos, transform teams, and re-invent

asynchronous collaboration. Video

Why Relationships are Crucial to Success

Let's face it: the future of work is human. Effective leaders understand that they can't achieve success on their own. In this keynote, you'll learn how to engender trust and develop genuine connections, how to motivate others to higher levels of performance, how to build an inclusive and high-performing team, and how to lead with passion and purpose.

Deeper Relationships for Revenue Growth

Sales professionals not only face the difficult reality of their products and services becoming commodities in today's competitive marketplace. Now, they have the added challenge of building relationships in a virtual environment. No matter the setting, the one lasting strategy for consistently growing revenue is to proactively build genuine relationships with clients. You'll leave inspired and enabled to expand and deepen your connections for greater revenue growth. Video

How to Lead Without Authority

As leaders, we can no longer cling to the constraining models of authority and control. In this keynote, you'll learn why "great businesses require radical interdependency" and how to employ that concept in your business, allowing you to connect to the people involved in it.

Leading Exponential Change

Organizations do not change, people do. Each and every one of us has the capacity to be agents of change. Every form of organizational transformation begins at the level of the individual, and Ferrazzi's keynote will ignite the fire within each member of the crowd to be the catalyst for change within their respective organizations, no matter their role. <u>Video</u>

Add-On Sessions:

Workshop/Breakout Session

Keith will build an interactive Workshop or Breakout Session that takes a deeper dive into the messages and lessons learned during his keynote. Workshops and Breakout Sessions can be from 30 to 90 minutes to fit your agenda.

Co-Elevation Dinner

A Co-Elevation Dinner is for any group that you want to reward with a truly memorable and impactful experience. This can be your senior leadership team, award winners, top sales achievers, sponsors...you curate the guest list. Facilitated by Keith, these intimate dinners drive deep connections and a commitment among the participants to go higher together by building authentic relationships that matter. At its core lies a simple truth: When you engage with genuine generosity and authentically invest in elevating others, you create ripples of opportunity that return tenfold in unexpected and profound ways. Here is a short video that describes the dinners: VIDEO: CO-ELEVATION DINNERS. Like his keynote, Keith will customize the Co-Elevation Dinner specifically for your group.

A Journey from Never Eat Alone to Never Lead Alone

Twenty years ago, Keith Ferrazzi revolutionized professional networking with his book "Never Eat Alone." Now, this #1 New York Times bestselling author is set to transform the leadership landscape with his latest paradigm-shifting concept: "Never Lead Alone."

In this captivating talk, Ferrazzi will take you on a journey through two decades of insights gleaned from extensive research and hands-on experience coaching Fortune 500 companies. He'll unveil a fresh approach to leadership tailored for today's dynamic and interconnected business environment. Keith's insights will equip you with the tools to thrive in an era where connectedness is key.

Never Eat Alone: Mastering the Art of Authentic Connection to Drive Revenue

In today's dynamic and increasingly virtual landscape, professionals navigate the unique challenge of fostering connections through screens and in-person. Yet, amidst the digital divide, the enduring key to sustained revenue growth remains unchanged: cultivating authentic and deeply loyal relationships.

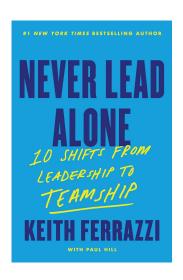
Keith will delve into the strategies that both transcend virtual barriers and leverage new technology to empower your teams to proactively forge meaningful connections with clients and prospects alike.

During this talk you will:

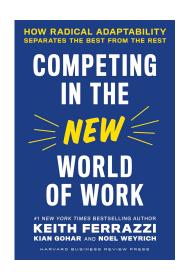
- Discover how to infuse loyalty building into every interaction, leveraging technology not as a barrier but as a conduit for trust and rapport.
- Learn the timeless principles that underscore successful relationship-building, providing you with actionable insights to elevate your business transactions.

PUBLICACIONES

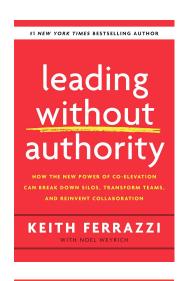
Libros



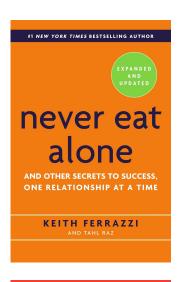
NEVER LEAD ALONE



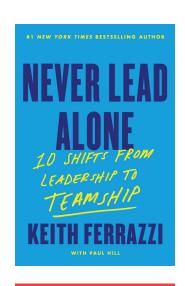
COMPETING IN THE NEW WORLD OF WORK



LEADING WITHOUT AUTHORITY



NEVER EAT ALONE, EXPANDED AND UPDATED



WHO'S GOT YOUR BACK

TESTIMONIALES

"Keith really got my group engaged in a way that no one has before. Watching them interact and try new things during the presentation was powerful. He took the time to really understand our challenges and gave my people specific, actionable tools."

The Wall Street Journal

CONDICIONES

• Travels from: USA

• Fee Range: Please Inquire