



Conference Solutions

with THE BEHAVIOUR REPORT™

We help leaders,
teams, & individuals
to understand
what motivates them,
their customers
and their communities.

You'll discover critical Behavioural Insights, Trends & Strategies to:

- Increase your self-awareness and empathy.
- Build a more connected, collaborative & innovative team.
- Improve your communication and amplify your influence.
- Lift your personal and team performance.

If you like the idea of your people to be easier to understand, more connected, more aligned and more enjoyable to work with, we've got you covered!



How to get the best result from us...



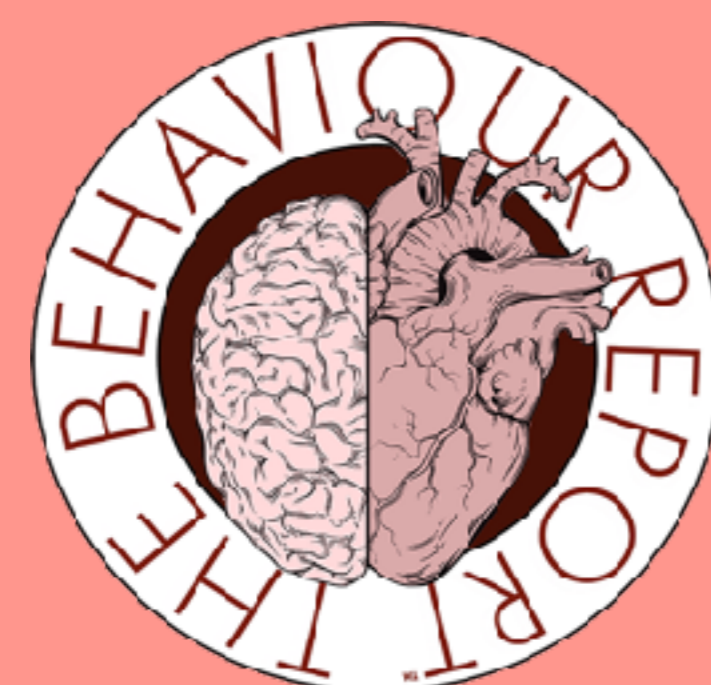
... and for you!

When one plus one... equals 3!

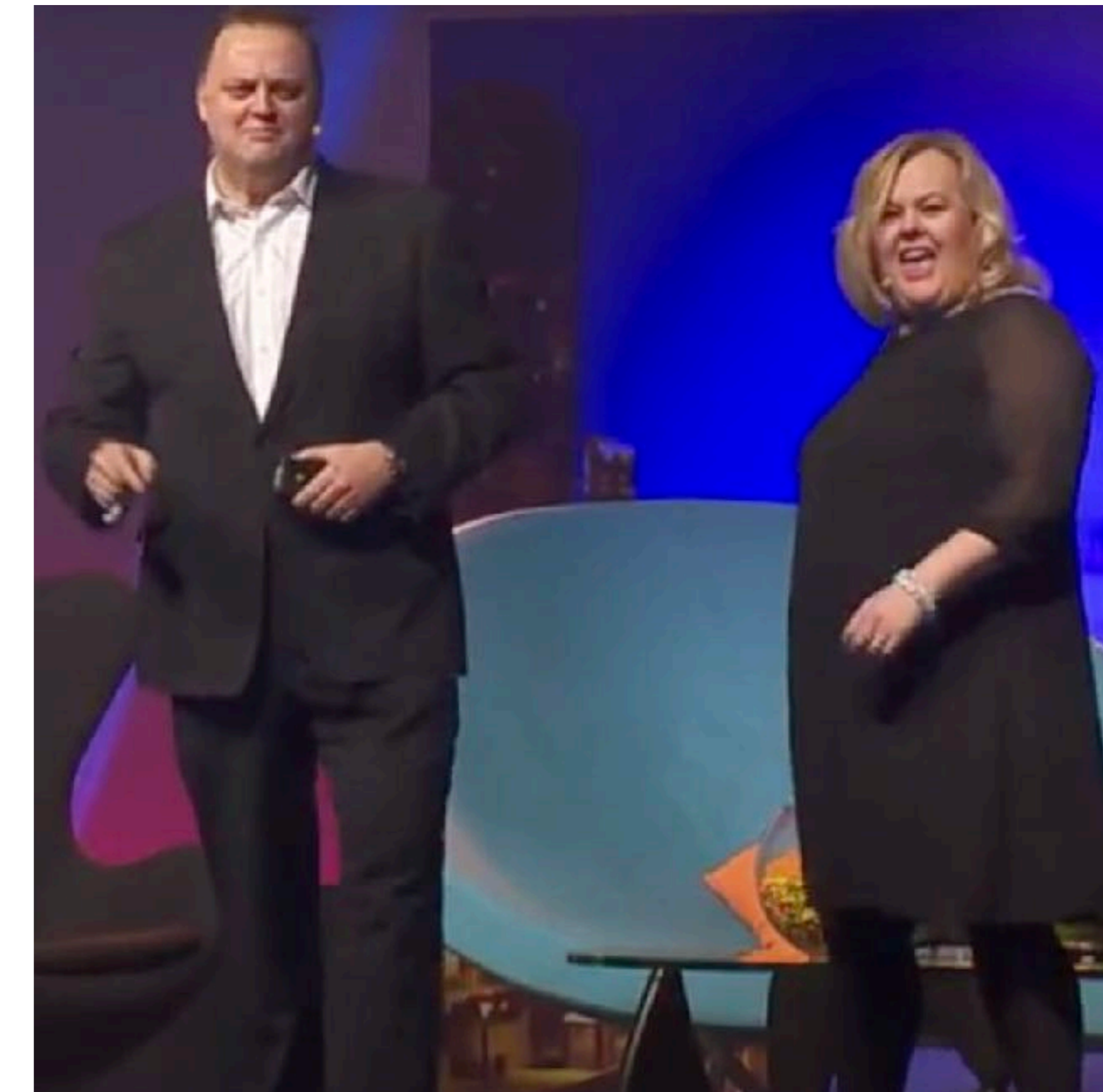
Having worked with clients from just about every industry sector, and delivering hundreds of presentations around the world over the years, we've learned a few things about how to keep a room engaged while giving them some practical skills that live on long beyond the close of the conference. (Doesn't that sound nice?)

Obviously, we are grateful and delighted for any conference work we get; be it a keynote, a workshop or a guided facilitation, but here's what we've found our clients love most. Our perfect event looks a little like this:

1. **Opening keynote presentations**
2. **Conference Hosting & Hosting the Awards Dinner**
3. **Additional Presentations & Breakout Skills Workshops**
4. **Exercises, Games & Interactive Sessions**
5. **Panels, Debates & Hypotheticals**
6. **Strategic Facilitation with the Leadership Team**



1. Opening Keynote Presentations



Kieran & Dan's foundation keynote speech is "THE BEHAVIOUR REPORT™ "

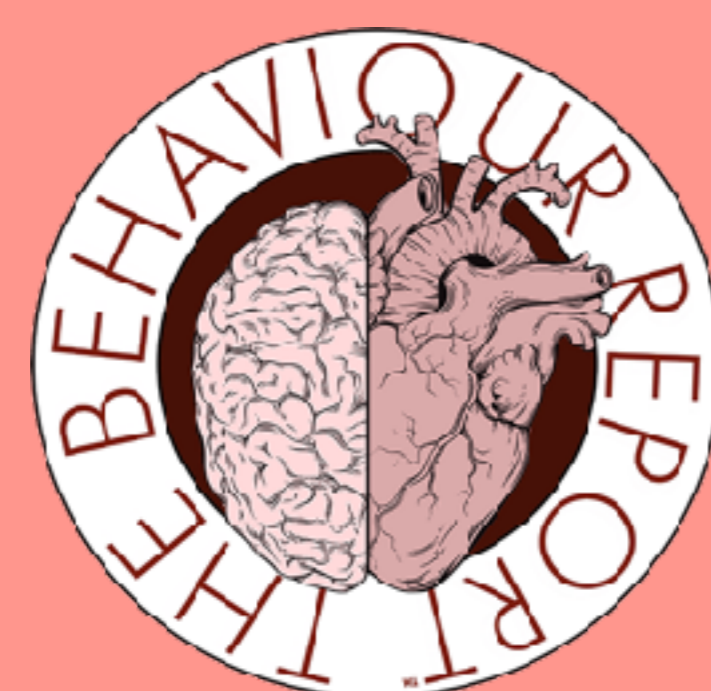
The critical behavioural trends and insights you need to understand to successfully navigate our ever changing world." giving your delegates a framework to filter the rest of the day's content through.

The 2024 edition of The Behaviour Report™ is called:

"People Principles"

where we explore the behavioural principles that shape:

1. **#Influence**
2. **#Connection**
3. **#Performance**



2. Conference Hosting and Awards Nights



Some clients also like to use us to then host the rest of the day, pulling the big themes and content together and creating a sense of connection between the other presentations and workshops.

... and the award goes to...

We always try to build a genuine connection with the people we meet and work with (even if it's only for a short time), and we've even been asked to host evening awards nights. It's not for every event, but it's enormously fun and allows us to bookend a conference in a way that feels connected and complete - people love a "call back reference" from earlier in the day.

3. Additional Presentations & Skills Workshops



This is an opportunity to have us take you and your team on a deep dive into Self-Awareness, Communication, Culture or Performance. You decide what works best for you and which workshop fits best with your conference theme and needs. These presentations and workshops are typically themed around:

1. People Principles : Pitch, Present & Persuade

Increase your Influence through Communication & Presentation Skills

2. People Principles : Positioning, Profile & Personal Brand

Create stronger Connection with your Customers, Clients & Community

3. People Principles : People, Personalities & Performance

Build Strengths & Performance Systems through Self-Awareness & Empathy



4. Exercises, Interactive Sessions & Games



Getting people to listen to non-stop content (however interesting and useful) is a big ask. So we like to mix up the energy in the room with exercises, games and interactive sessions that “gamify” the learning experience.

These might be about “hacking” a particular behavioural challenge, exploring opportunities for innovation or making some of the communication or team dynamic strategies we’ve discussed more practical and tangible.

What we’ve found is, if they’re smiling, laughing and having fun, our audiences are more open minded to new ideas and those new ideas tend to STICK!



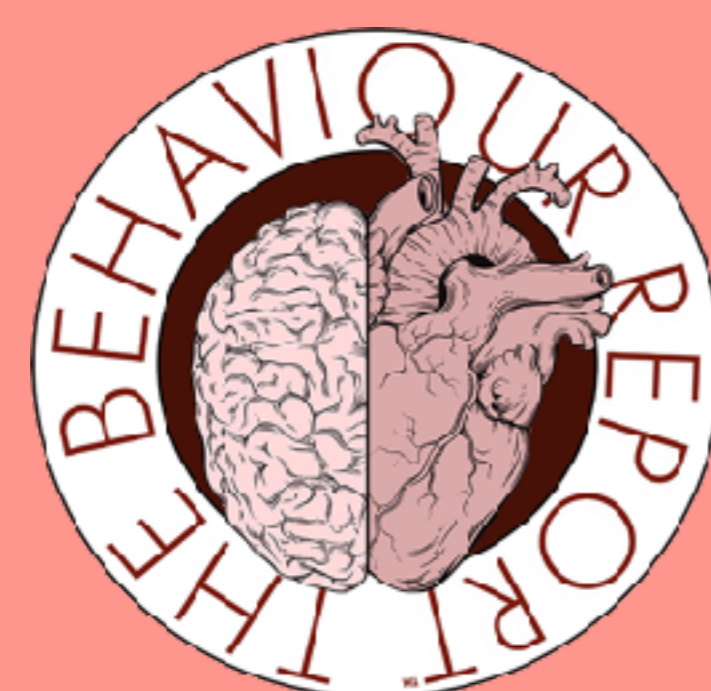
5. Panels, Hypotheticals & Great Debates



We've also been asked to mix up the format at a conference by captaining opposing teams of a great debate or to host a panel or hypothetical.

Past topics have included:

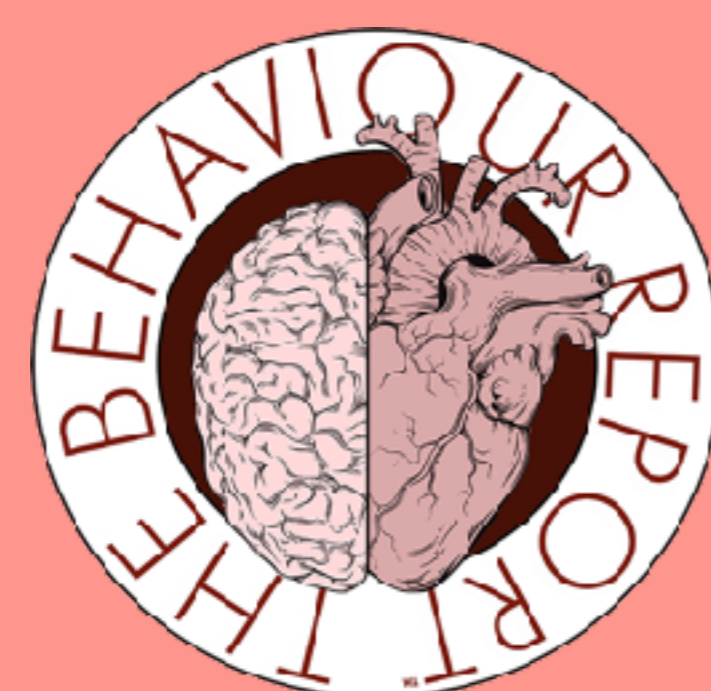
- **"Can aged care be made sexy?" - For the ACSA conference**
- **"The world is out of control. Can we do anything about it?" - For Macquarie Bank**
- **Beyond "Left and right": Why we need to explore safety strategies beyond just looking left and right. - For Level Crossings Victoria**
- **Can accountants be creative?: In a legal sense, of course, not in a "claim the family trip to Euro-Disney" kind of way. - For the CPA congress**



6. Strategic & Leadership Facilitation



We'll often run a pre-conference session over dinner or breakfast, or a discrete leadership breakout where we facilitate strategic and cultural options and solutions with the leadership team around communication breakdowns, performance breaks, brand strategy and disconnected teams and purpose.



Our Foundation Presentation & Workshop.



The Behaviour Report™ - 2024 Edition

“PEOPLE PRINCIPLES”

This presentation helps your and your team to develop greater behavioural understanding, self-awareness, improve your communication, navigate team dynamics, drive collaboration and of course, to increase personal & team performance.

However, this is not just another talking head keynote. In fact, it's so more than a speech... it's a show! Depending on the time allowed for the presentation, we even divide our content into discrete “segments” and “sketches” to change up the energy in the room and keep people engaged. If you've ever seen Michael McIntyre's “The Big Show,” you get the idea.

Our Behaviour Report for 2024 is **People Principles**, where we explore the fundamental behavioural principles relating to:

1. **Influence** - Discover what makes your customers and clients buy and your team and community buy in
2. **Connection** - Increase your Collaborative Intelligence (We-Q) and build a compelling cultural identity
3. **Performance** - Shore up the vulnerabilities in your strengths and turn your weaknesses into assets



A little more about our other presentations and skills workshops.



Let's laugh while we learn!

We also deliver specific Skills Presentations & Workshops on **The Psychology of Success** exploring themes such as:

1. People Principles : Pitch, Present & Persuade

Increase your **Influence** through Communication & Presentation Skills

- Learn what makes people “buy” and “buy in”
- Discover the correct sequence for presenting information to engage everyone in the room
- Identify your humour type and how you can create engagement by being more authentic

2. People Principles : Positioning, Profile & Personal Brand

Create stronger **Connection** with your Customers, Clients & Community

- Find out what it takes to be a thought leader in your field
- Design projects and content that generates “story-doing™” and “word of wow!”
- Understand that who you really are, is your competitive edge and your “you-unique advantage™”

3. People Principles : People, Personalities & Performance

Build your **Strengths & Performance** Systems based on Self-Awareness & Empathy

- Identify the Default Filters & Frames (how you tend to make meaning and solve problems), in both you and in your team. More importantly, learn how to think and act BEYOND your defaults.
- Build a bias towards success in your mindset, your environment and your systems.
- Create a “Culture of the Willing,” and increase collaboration & innovation through cognitive diversity





The Behaviour Report are Kieran Flanagan and Dan Gregory

A little humble (or not so) brag.

Kieran Flanagan and Dan Gregory are part of a long pedigree of comic partners including Abbott & Costello, Key & Peele, Fey & Poehler, Flight of the Conchords and Penn & Teller, as well as conference and event duos such as Future Crunch and Troy & Zara Love.

Together, we work with our clients to create and deliver conference presentations exploring critical Behavioural Insights, Trends & Strategies.

Some of our proudest achievements include:

- Working with the UN and the Singapore government on strategies to reduce human trafficking in the region.
- Developing leadership teams for multinational tech giants across multiple continents and cultures
- Winning local and international awards for communication and creativity
- Developing the strategy behind for the most successful new product launch in Australian history
- Directing one of the most extraordinary brand resurrections achieved anywhere in the world
- Serving as a Partners and a Faculty Members at Thought Leaders Business School
- Developing a graduate curriculum on The Business of Human Behaviour with the Schools of Psychology & Business at Western Sydney University
- Performing stand-up comedy across 3 continents
- Being voted by Meetings & Conventions USA in "the top 20 keynote speakers to watch."
- Appearing as expert commentators on TV news programs, in newspapers, magazines and on radio programs & podcasts around the world
- Co-authoring three books, about: Behavioural trends | Our Fundamental Human Drives | The Future of Skills and Intelligence
- Creating & Co-hosting A show called Brandin' - Produced in a collaboration with LinkedIn, Mo MacRae & Mi-3



Clients and Fan Feedback.

"I've started using The Core 4 at home too — it's transformed my relationship with my partner and my daughter."

"It's like being able to see 'The Matrix.'"

"A highly engaging, entertaining and thought-provoking workshop to help us navigate within a highly regulated environment."

— BAYER, AUSTRALIA

"Rarely have I heard anybody articulate human behaviour with such clarity and vision. Their intelligence and insight provides a much greater understanding of how to engage your customers, your team and the community. I would whole heartedly recommend Dan and Kieran, you will never be disappointed."

— HORTICULTURE AUSTRALIA

"We've had amazing feedback - Very grateful!"

— XERO, AUSTRALIA

"Comedy relief from down under with a huge helping of #knowledge."

— iMEDIA, USA

"We even colour-coded our internal emails! Conflict is down and our team's collaboration is up!!!"

"The psychologist and business person in me are in heaven."

"What a fantastic way to kick off the new year! (We've been) flooded with positive phone calls and emails!"

— EXECUTIVE ASSOC. OF PHOENIX, USA

"I learned a huge amount and the team feedback has been incredibly positive."

— CA TECHNOLOGIES, ASIA PACIFIC

"Dan and Kieran were the perfect way to kick off the IABC World Conference. They were pure engagement, captivating the delegates from start to finish. It was no surprise it topped the charts for the number one session."

— IABC WORLD CONFERENCE, USA

"An extraordinary ability to solve highly complicated and political problems."

— UNITED NATIONS WOMEN, SINGAPORE

"Riveting! They kept a diverse audience engaged and wanting more."

— NAVITAS, MALAYSIA



