

# Keith Ferrazzi

Transforming Teams to Transform the World

**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 AI. 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.

**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 takes audiences on a journey through two decades of insights gleaned from extensive research and hands-on experience coaching Fortune 500 companies. He unveils a fresh approach to leadership tailored for today's dynamic and interconnected business environment. Keith's insights equip leaders 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 delves into the strategies that not only transcend virtual barriers, but also leverage new technology to empower teams to proactively forge meaningful connections with clients and prospects alike. During this talk, audiences 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.

**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 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, teams 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 people walk away clear on how to step up, seize opportunities like AI, and contribute to the bold future the organization is building.

**Reengineering Teams for AI-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 + AI Roles: Establish who interrogates the data, who decides, and who delivers, eliminating confusion and siloed work.
- Accelerate Feedback Loops: Use AI-driven insights to fuel high-trust huddles and rapid adjustments that optimize collective output.
- Spot and Solve Friction Fast: AI reveals where workflows break down, while teams practice co-creative problem-solving to fix them.
- Scale AI Know-How Through Champions: Build an internal "AI Blackbelt Squad" that spreads both technical know-how and habits of co-elevation. Participants leave with a playbook for AI-optimized collaboration where empathy, shared accountability, and productivity scale together, ensuring technology strengthens the human bonds that drive performance.

**Add-On Sessions: Workshop/Breakout Session** Keith builds interactive workshop and breakout sessions that take a deeper dive into the messages and lessons from his keynote. Workshops and breakout sessions can range from 30 to 90 minutes to fit your agenda. **Co-Elevation Dinner** A Co-Elevation Dinner is designed for any group 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 shared commitment among 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. Like his keynote, Keith customizes the Co-Elevation Dinner specifically for your group.