Kostya Kimlat

Magician and Motivational Speaker

Think Like A Magician™ Master the hidden psychology of perception that drives business decisions. Kostya Kimlat reveals how professional magicians influence what people see, think, and remember—and how these same principles transform how employees see and do their jobs. Just like a magician, you'll learn to distinguish between methods and effects, focusing less on internal processes and more on creating memorable value in customers' minds—a critical shift that companies often miss. Through interactive demonstrations that showcase these principles in action, Kostya provides a practical framework for identifying perception gaps in your current approach. This isn't abstract theory—these are the same techniques that earned him the closing spot in Penn & Teller's Las Vegas show, applied to help businesses stand out in crowded markets. Ideal for teams seeking alignment around their ultimate impact, creating shared excitement about outcomes, and refocusing priorities on what truly matters to customers rather than internal metrics.

Personality Magic Read people like professional magicians do—instantly and accurately. Kostya Kimlat teaches the exact techniques that helped him become the closing act for Penn & Teller's Las Vegas show, applied to drive business results. Your team will learn a simple system to identify personality types in seconds, adjust their approach accordingly, and build authentic connections that competitors can't match. This hands-on session transforms awkward customer interactions into profitable relationships and turns team conflicts into productive collaboration. Especially valuable for sales teams, customer service representatives, and managers leading diverse personalities. Participants report immediate improvement in customer responsiveness and team cohesion after applying these methods.

Astonish Them Customer satisfaction isn't enough—learn to create genuine astonishment. Kostya Kimlat shows how to design moments that customers remember and share, using the same psychological principles that made his company the go-to entertainment provider for the NBA's Orlando Magic and major corporations nationwide. This practical workshop reveals the specific difference between forgettable service and memorable experiences that generate word-of-mouth business. Particularly valuable for customer-facing teams in competitive industries where standing out matters. You'll walk away with a clear framework for identifying missed opportunities in your current customer journey and transforming them into signature moments. No marketing budget increase required—just strategic application of proven psychological principles.