



## DAVID BENJATSCHKEK

David Benjatschek is your Authorenticity coach. His clients however, call him "Mr. Results". Why? Because they are adamant that what David teaches, WORKS. Authorenticity is a combination of two words literally meaning taking authority over authenticity. At the core of each presentation David makes is the belief that managing authenticity is crucial to individual and corporate success. After a 15 year service, sales & marketing career in Oil & Gas, David has spent the last 10 years travelling the globe empowering leaders and teams for success. Each of David's workshops and keynotes cuts through the emotional complexity of work & life with a passion to bring attendees to clear and simple choices they can make to succeed. His style is warm, high energy and very interactive creating a workshop atmosphere that is conducive to engagement and real learning. Authorenticity workshops and webinars can take your team's performance to the next level.

## Workshops/Webinars/Keynotes

### 1) Coaching for Capacity

Would you rather thrive or survive? If you are a supervisor or manager tired of working hard just to survive, this workshop is for you. It will empower you to get more from your people. More results. More motivation. More teamwork. More communication. You'll learn the differences between coaching and managing. One focuses on requirements the other on potential. Discover coaching styles that work to unleash potential. Unlock the single most important key to powerful coaching conversations. Take away strategies to increase people's capacity for success towards their potential as David focuses on the 5 core capacities that bridge the gap between knowledge and results. Coaching empowers people. Coaching motivates people. Coaching moves things forward, it gets results. Who needs a coach? Everyone! Tap into the power of coaching. This day can unleash the potential of every other training you or your team have ever taken.

### 2) Ultimate Supervisor's Bootcamp

This two day workshop is an essential gift to anyone new to managing people or struggling in the role. Leading people is emotionally complex and if you get caught up in that it can be a recipe for high stress and failure. This bootcamp emboldens attendees with simple choices they can focus on every day to create teams that work hard, play hard and win. David uses the analogy of building a house to give the many aspects of leadership a framework that people can understand.

### 3) Customer Service Excellence

Customer Service Excellence: We all know it when we see it, yet many struggle delivering it. This workshop will empower your customer service professionals with a practical game plan that works across the many channels you serve your customers: face to face, phone and web. In this powerful session David teaches from years of service experience. He drills into the core elements that deliver customer service excellence and helps your team members elevate customer service from an aptitude to an attitude. As they "get it" your customers will see it and so will your company's bottom line.

### 4) Priority Management Essentials

Today's workplace professionals face a rapidly increasing pace of change. They are being asked to do more with less. Demands are coming at you from a mounting number of competing channels. You are trying to make everyone happy and it seems that very few people are, including yourself. Take this workshop and refresh yourself with a practical prioritization game plan that works. Greatness is taking the complex and making it simple and that's what David passionately delivers here. You will be handed simple choices that if you make, will lead to less stress, greater focus, better relationships and most importantly results.

### 5) Conflict Management: Common Sense for Uncommon Results

Conflict in itself is neither good or bad. It depends what you do with it. It can be the enemy that destroys the potential of a great team in a heartbeat or it can be the glue that keeps them together and makes it great. Who controls which outcome you get? You do. This workshop will teach you the origins of conflict so that you recognize it early. It will teach you that it shouldn't ever become as personal as it sometimes gets. It will give you tools and the chance to role play those crucial conversations. You'll love knowing how to finally instill some Common Sense into the people you work with and for. This one day event is a comprehensive look at understanding and managing every aspect of conflict so that it becomes the fuel for your team's success. David's goal is to have every attendee leave inspired and empowered to manage conflict from a place of freedom and not fear.

## David's Books:

### ► 5 Choices for Effective Leadership

A must leadership "how-to" read for any new leader. It breaks down the complexity of leadership into simple choices.

### ► Authenticity: A Pathway to Purpose

This is the essential guide to figuring out what to do with your life. Gain a powerful and practical process to discovering and living in what you were born to do.

## Kudos

David is an extremely engaging speaker who connects effortlessly with his audience. He quickly builds rapport and as a result participants feel at ease and comfortable. I would highly recommend David as a speaker/facilitator.

Ellen Hollinger, Manager Human Resources Edmonton Economic Authority

Having worked with David for 3 years, my client's always have a fantastic learning experience when he trains for them. He captivates and inspires his audience with a dynamic style of facilitation, while challenging them to grow in their professional development. He's personable, highly creative, quick to follow-up and always exceeds my expectations!

Cheri Devereux, Onsite Manager, Skillpath Seminars

We invited David to speak at a conference of ours and the audience loved him. As a speaker, David's genuine and energetic style is captivating and inspiring. His message is very relevant to today's corporate environment and spoke to attendees on a deep personal and professional level.

Glenn Caldwell, VP NAL Insurance

Thank you for sharing your leadership insight. For some time now I've been struggling with how I'm going to move my company into the future. How am I ever going to fix all the problems? How am I ever going to do this without burning myself out? Burn out would have been the result, because I am not one to quit, so THANKS for SAVING ME!

T. Lane, Hyundai Canada

"Love him! David is such an engaging and motivating facilitator. I have taken many courses and David is the most vibrant and diverse facilitator I have ever seen. His passion and enthusiasm for what he does is contagious and holds attendee's engagement in the sessions. The content was fantastic and presented with realistic examples, stories and application. Our leadership team was engaged and learning both days. David has a true gift that we are so pleased to experience and learn from."

Jennifer K. Hr Manager Bradken

## CONNECT WITH DAVID

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