



PHILLIP KOONTZ'S PRESENTATION DELIVERABLES

OVERCOMING ADVERSITY

A Navy SEAL's Advice on Facing Life's Many Challenges

Deliverables:

- **Preparation** – discover ways to practically become better equipped in business and grow as a leader through stellar preparation techniques.
- **Positivity** – develop a stronger mindset through practical exercises and key mental toughness concepts that will strengthen your resolve through any challenge.
- **Perseverance** – through adopting a “this too shall pass” mentality, you will learn how to better set yourself up for success while setting goals and honing your ability to tackle hardships.
- **Pack (Team)** – identify who you can be transparent with in life in order to help motivate you, hold you accountable and encourage you during difficult seasons of life.
- **Progress** – learn how to leverage your mistakes and fear into powerful tools to keep moving you forward.

LIVING FREE AND FEARLESS

Self-defense Training for Everyday Situations

Deliverables:

- Ascertain how to develop and increase your situational awareness and discover how situational awareness is vital to staying safe.
- Understand how to protect yourself in common everyday environments and situations such as in a vehicle, walking on a street, in an elevator, parking garages, hotel rooms, etc.
- Learn and practice how and where to effectively protect yourself from a threat.
- Acquire the knowledge on how to escape a frontal and rear chokehold.
- Determine how to use a cell phone to keep yourself safe from harm.
- Identify other alternatives you can utilize to help protect yourself in compromising situations.

THREE DIMENSIONAL LEADERSHIP

Learning to Lead in ALL Environments and Circumstances

Deliverables:

- Identify what it means to first lead yourself well and create ways to ensure you are fully energized and engaged as a leader (i.e. removing distractions, prioritizing, time management, rest, etc.)
 - Learn how to lead well within a team while creating a positive, inclusive team culture.
 - Influencing your superiors and leading direct reports with empathy, reverence and high emotional intelligence.
 - Walk away with tips in how to have difficult conversations and resolving conflict in an effective manner (covered topics such as active listening, mirroring, reflection and asking open ended questions).
 - Increase awareness with different leadership styles and grow by conducting After Action Reviews with your team.
 - Changing perspectives on failures and growing from our mistakes as leaders.
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PREPARED FOR THE UNKNOWN

Three Practical Lessons From a Navy SEAL That Will Give You Peace Of Mind

Deliverables:

- By failing to prepare, you are really preparing to fail. The audience will learn how to identify the areas of training in their personal and professional lives and how to leverage that training to increase their productivity and success.
- Gain a better understanding of the (non-industry specific) tools and how to leverage those tools to run a smoother and more successful business. Handouts include the Navy SEAL Four P's of Top Performance, Eisenhower Matrix, SWOT analysis, and SMART Goals.
- Identifying who their target is and discover different strategies to capture a larger percentage of that population for business growth.
- Clearly mark out a path for future growth and determine where their business is headed in the next 3-5 years.
- Learn how complacency and apathy leads to atrophy and identify different strategies to stay ahead while maintaining a humble learning attitude.

