



**KEVIN  
BIGGAR**

Adventurer. Author. Presenter.

# SURPRISE

**...YOURSELF WITH JUST HOW GREAT YOUR STAFF CAN BE!**

**From my unique background in business consulting and ultra-endurance adventures, I share powerful, battle-tested tools and techniques that make your team more effective in taking on big challenges, and more resilient when dealing with adversity.**

I tell surprising true stories of surviving towering waves, desperate ocean chases and yawning icy abysses that keep your team enthralled, while I coach them to higher levels of performance.

After taking part in one of my keynotes or workshops your team will have the skills and attitude to expand what they are capable of, to take ownership of problems and apply themselves with renewed enthusiasm and persistence.

To find out more go to [www.KevinBiggar.co.nz](http://www.KevinBiggar.co.nz)

For bookings call Sharmila at Captive Audience on 0418 664 901 or [sharmila@ovations.com.au](mailto:sharmila@ovations.com.au)

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If Google had 10 stars I would give them to Kevin Biggar.  
The best motivational speaker I have ever heard.”

— General Manager, Storage Box

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# I PROVIDE TEAMS THE MENTAL SKILLS TO TAKE ON TOUGH CHALLENGES

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Growing your business in today's market is tough and challenging. To succeed, your people need to be performing at their best. That's where I can help.

**I provide a range of keynotes and workshops that coach and inspire your team to higher performance.**

My expertise is in providing teams with the mental skills to take on tough challenges. SPECIFICALLY:

- Dealing with doubt, uncertainty and scepticism;
- Enhancing teamwork;
- Boosting mental toughness and resilience;
- Growing leadership skills; and
- Improving compliance with safety protocols

Since 2004 I've presented to over 500 organisations in NZ and Australia. I've presented to some of the biggest household brands, industry groups, small family run businesses, government departments and everything in between. I'm always one of the highest rated speakers at the event, and often get invited back to present to other parts of the organisation. The secret sauce is the value that I bring, and that starts with the story of my transformation.

I was a couch potato, getting fat, eating fast food on my Mum's sofa when I saw a news clip about the 5000km trans-Atlantic rowing race. I was enthralled by the romance of rowing across an entire ocean ... until I found out how tough and potentially deadly it was and remembered that I didn't know how to row. So I quit before I even started.

No one was more surprised than me to find myself, two years later, at the finish line, having won the race and set a new world record. It still stands.

To do this I surrounded myself with experts and went through a master class in goal-setting and performance. I learned an extraordinary amount. It's these techniques: about how to get yourself engaged, and how to take ownership of a challenge, how to get a winning mindset, how to get a team working and persevering through adversity that I share with the audience.

How do I know that these methods work? Because I used them again to achieve a much tougher

challenge, to be part of the first kiwi team to trek unassisted from the coast of Antarctica to the South Pole. This was a 52 day, 1,200km journey on foot towing 160kg sleds in temperatures as cold as -40 degrees C.

You may also recognise me as the co-host of the award-winning TVNZ series 'First Crossings' and 'Intrepid NZ' - where I recreated the adventures of pioneering NZ explorers.

In my presentations and workshops I introduce practical skills and techniques backed by proven research. No faddish neuroscience, no interpretative dance. Techniques that your team can take back to your workplace and use immediately to deliver better results.

My approach - delivering, tailored, transformational messages through powerful anecdotes - has worked for big companies, small startups, government departments, logging gangs and lawyers and it will work for your people too.

Let me take your team on an adventure. One I promise you that they won't forget!



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## ADVENTURER

- Winner and world record holder trans-Atlantic rowing race
- First Kiwi to trek to the South Pole (unsupported and unresupplied)
- Co-host of the award winning TVNZ docu-series 'First Crossings' & 'Intrepid NZ'
- Completed several ultra-marathons including the Tarawera 100km and the Motatapu

## BUSINESS

- Award winning motivational speaker
- Award winning best-selling author
- CEO | ARDA (an AI software start up)
- Strategy Consultant | The Boston Consulting Group
- Policy Analyst - International Economics | The Treasury
- Masters in Environment and Development | University of Cambridge
- B.Sc (Physics) Auckland University

# WHY CHOOSE ME

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## PROVEN ABILITY TO DELIVER RESULTS & ROI

From directors to dentists, CEOs or the self-employed, farmers or franchisees, from small start-ups to some of the biggest brands in the country, I have the expertise from long experience to ensure your team will be leaning forward taking notes or sitting back and laughing. And in every case, still talking about the key messages for months to come.



“We have had numerous motivational speakers over the years. None have had the resounding impact that Kevin had. The quantity of unsolicited feedback from our employees clearly indicated the excellence of Kevin’s presentation. Kevin inspired the team by showing an everyday person can achieve outstanding results.”

– Ah Leen Rayner, Marketing Manager, 3M

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## AUTHENTIC AND CREDIBLE

People are understandably skeptical about who they accept new facts and recommendations from. My appeal with the audience is that I’ve clearly lived the advice that I’m providing and can attest to the results. When I share a technique it’s because I know it works!

“Kevin’s message is clear, genuine and meaningful and is very relevant life and to the business environment – in my experience this is not easy to pull off. He did it masterfully. There is huge authenticity to Kevin – he’s has lived his speech and it comes across. I would highly recommend using Kevin to inspire your colleagues.”



– Emlyn Hatch, Manager Leadership Development, TCC

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## LASTING IMPACT

The great thing about these adventures is that they have a compelling narrative, punctuated with exciting anecdotes whose unexpected twists, grab and hold attention. This is the way the brain loves to learn – through dramatic stories. The ideas of ‘The Energy Rule’ and ‘The 3 Bastards Rule’ will become part of your company culture.



“I must say that your visit and presentation was excellent and has generated the beginning of some much needed discussions. The comments have been exceedingly positive with many stating you are the best speaker the company has had in our 18 year history.”

– Mark Miller, Edinburgh Realty

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## TAILORED TO MEET YOUR OBJECTIVES (YES, REALLY)

In our briefing I make sure that we agree exactly what results you would like to achieve. I make sure that the presentation that I give is entirely aligned with your goals for the session and the values of your organisation.

“I was very impressed with the effort you went to in embracing our event, from the initial planning discussion right through to attending the whole conference and working the themes into your delivery on the day.”



– Peter Anderson, IRD

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## EASY FOR YOU

You have a lot to worry about organising and marketing an event. I make sure that your presenter isn’t one of them. I supply bios, marketing material, high res photos, intros and outros. I arrive early, and with all necessary gear, to ensure there are no technical snafus.

# WHAT TO EXPECT: CASE STUDY

In 2018 I was approached by BNZ Private Banking to give a presentation to about 60 financial advisors at the end of their two day national conference. They were looking for some tools to help with taking on tough challenges and persisting through adversity, and a story that was going to send them away reinvigorated and inspired.

This was a pretty typical client with a reasonably typical briefing. The only thing different was that the event was videoed. Read on to find out the audience reaction. or click any of the images to be taken to the 1:30 video summary.



“It was a very inspirational speech. When you’re facing adversity, like any business does, Kevin linked it fantastically to his experience in the middle of the Atlantic.”

– **Chris Glacklin, Senior Partner**



“There was one of things that Kevin talked about, never do anything that’s going to reduce the energy of the team. You can apply that in any circumstance. That’s going to be something really interesting for us to work with in the future. Would I recommend Kevin? Absolutely! He was fantastic!”

– **Barbara Horne Butler, Senior Partner**



“That was one of the greatest presentations that I’ve seen in 40 years that I’ve been involved with banking.”

– **Harry McLernon, Senior Partner**



“I think the biggest take away for me was nothing is impossible. He talked about sitting on the sofa and things passing by, and next thing you know he’s doing these amazing things. To have gone through what he’s gone through and come out positive at the other end, and loves what he’s doing - it’s really good that he can link that through to what we do on a day to day basis. The audience was just captured from start to finish which was brilliant.”

– **Derek Watt, National Manager Wealth**

# HERE'S HOW WE CAN GET STARTED

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## 1. HOW WOULD YOU LIKE ME TO HELP?

- What is the change that you would like to see in your team?
- What is the problem that you would like solved?
- How will you know if I've been successful?

Browse through the speech/workshop descriptions in the following pages. It's very likely that you'll want elements from more than one topic. That's no problem, feel free to mix and match.

## 2. DO YOU HAVE SOME IDEA OF DATES?

Early on it's a good idea to nab a date as I can book up months in advance. If you have some idea of a date I can pencil you in with no obligations. I'll just let you know if someone else enquires about the same date.

## 3. CONSIDER THE DURATION

If you still have some flexibility in the session then here are some options.

### **Standard presentation - 45-60min**

You'll get 6-8 main points, raised and explained and drilled home with some unforgettable anecdotes.

### **Extended presentation - 1-2hrs,**

Longer sessions allow the opportunity to go deeper into the most important lessons, to cover more points and to add some interactivity.

### **Speech with follow up presentation 1.5-3 hours**

I present a session and then lead a session about how to apply the methods and techniques back in the workplace

### **Workshop (1/2 day)**

If you want your staff to practise the ideas, create plans, think about how they're going to apply the learnings to their situation then consider a workshop.

## 4. LOCK IN THE VALUE

Clients often ask me how I can help make the messages stick and live on in their organisation long after I'm gone, to help change conversations and behaviours. I have a range of information packs, books and services to help. You'll see some ideas on page 6 overleaf.

## 5. GIVE ME A CALL OR DROP ME AN EMAIL

Call me on (+64) 027 282 4203, or email me on [Kevin@KevinBiggar.com](mailto:Kevin@KevinBiggar.com). I normally respond within 10 minutes (if I'm not at a podium or up a mountain).

## 6. LET'S CATCH UP

Let's catch up for a coffee. It's on me!

### **Here's an agenda.**

- You can tell me about what your situation is
- We can check dates and availability
- We agree on the timing and key messages
- I'll show you the points that I can make and how I'll make them
- We'll discuss what other support you might want
- We sort out the fee



**For bookings call Kevin  
on (027) 282 4203 or  
[kevin@kevinbiggar.com](mailto:kevin@kevinbiggar.com)**

# OPTIONS TO DRIVE THE MESSAGE HOME

**Creating behavioural change requires ongoing support. Here are some options to make sure that you get the maximum benefit from having me present.**

## THE 'VALUE ADDED PACK'

The first step of creating change is having people understand and remember the main points. With this option delegates have access, via a private web page specific to your company, to all of the following:



### **YOUR OARSOME SLIDES**

This is the key messages slides from the presentation I made to your team. All the main points in exactly the same form as I made them. Your staff will be able to remind yourself of exactly what the insights were and use the document to make the same points to their teams.



### **YOUR OARSOME COURSE NOTES**

This document contains more than 50 pages of all the key messages from all of my presentations, backed up with the stories, plus references, plus recommendations for further reading. You will get all the messages that you heard plus many more that time and budget didn't allow. A really comprehensive resource to all of my methods and techniques.



### **YOUR OARSOME SUMMARY (FOR INTERNAL NEWSLETTERS)**

This contains the points from the presentation in short (2-300 words) articles intended for publishing weekly or monthly in a company newsletter or intranet. The key messages from the presentation are summarised, followed by suggestions for exercises and activities to be done individually.



### **YOUR OARSOME FACILITATOR NOTES**

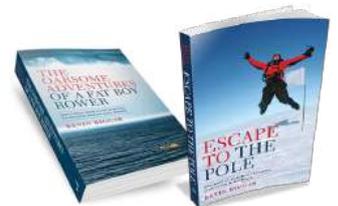
This pack is intended to help a facilitator lead a session after my presentation where the main points are discussed as a group. The aim is to spark conversations and encourage participants to try out the ideas and transfer the learnings back to the workplace.

## OTHER OPTIONS



### **PROVIDE A BOOK TO EVERY PARTICIPANT**

My award winning 'Oarsome Adventures of a Fat Boy Rower' and 'Escape to the Pole', as well as providing a permanent reminder of the key messages, are gripping stories in their own right, and make a fantastic reward to your staff or clients. The perfect way to immortalise your event. Normally \$35, but up to 60% discounts are available for bulk orders.



### **ACCESS TO ONLINE COACHING**

Have me available online to answer any questions or follow-up that your team have as they process the messages from the presentation and set about implementing the techniques.



### **EXECUTIVE ONE-ON-ONE COACHING**

Increasingly I'm asked to provide accountability and performance advice to senior managers. After agreeing a result we meet monthly to provide guidance, transfer the relevant mental skills, and to ensure they stay on track.

# CHOOSE YOUR RESULT...

Here's an overview of my top 8 Speech and Workshop topics. Details on the following pages.

## 1. YOUR STAFF FEARLESSLY FACING CHALLENGES (P8)

**Is your team under pressure to deliver major results?**

**Are they daunted by the size of the challenge they are taking on?**

This content will help your staff to squarely engage with their challenges, get a winning attitude, improve team relations and persevere through adversity.

Four of the themes covered here are also expanded into their own presentations/workshops.

## 2. YOUR STAFF STRIVING FOR THEIR BEST (P9)

**Is your team stuck in a rut?**

**Are your people taking personal responsibility to achieve their work goals?**

This is about getting your staff to push back their boundaries, reconsider their limiting beliefs and dramatically increase what they think they are capable of.

## 3. YOUR TEAMS ENERGISED AND UNITED (P10)

**Are your teams working as effectively as they could be?**

**Are you looking to break down silos and reinvigorate your team culture?**

Get your staff to re-engage with the priorities of the team, increase collaboration, break down silos, improve relationships and avoid conflicts.

## 4. YOUR STAFF MENTALLY TOUGHER & MORE RESILIENT (P11)

**Is your team finding it difficult to cope with change?**

**Are they facing challenge after challenge?**

Learn techniques and mindsets to help take on and crush big challenges, handle stress, be more resilient to setbacks and be able to persevere through adversity.

## 5. YOUR LEADERS MORE EFFECTIVE (P12)

**Are your new managers stepping up to their new roles?**

This content is about boiling the complex topic of leadership down into just four unforgettable principles that can be used to improve any leadership situation.

## 6. YOUR STAFF COMPLYING WITH YOUR SAFETY PROTOCOLS (P13)

**Does your team need a safety refresher?**

**Do you want to help instil a culture of safety?**

Safety is not an onerous obligation - it's what allows you to take on big challenges. This content will reinforce your organisation's safety messages by showing how risk is managed in adventures.

## 7. YOUR CLIENTS & STAFF REWARDED AND CELEBRATED (P14-15)

**'Your Oarsome Adventure'** - From sofa to success! The 100% entertainment version of the story of taking on the trans-Atlantic rowing race and trek to the South pole. Take a rollicking ride down giant waves, into yawning crevasses and under leaping sharks. Battle with frostbite, capsizes, stealthy snow ninjas.

**'Your Reality TV Show'** - Reality tv shows are everywhere. It's your turn soon! I prepare you for your time in front of the camera by taking you behind the scenes, and telling the extraordinary stories of the making of 'First Crossings' and 'Intrepid NZ'.

# 1. FEARLESSLY FACING CHALLENGES

## IS YOUR TEAM UNDER PRESSURE TO DELIVER MAJOR RESULTS?

## ARE THEY DAUNTED BY THE SIZE OF THE CHALLENGE THEY HAVE TO TAKE ON?

**This content will get your staff to squarely engage with their challenges, get a winning attitude, improve team relations and persevere through adversity.**

Few things stay the same in business. Competitors get faster and smarter. Consumers want more for less. To take your organisation to the next level of performance will often require setting and achieving audacious commercial goals.

However, pushing a team out of their comfort zone isn't easy. Half-hearted efforts can lead to a lack of progress and a self-perpetuating cycle of discouragement. Energy that could be spent on

making headway is instead siphoned off into making excuses and justifying poor performance rather than taking personal responsibility for the things that can be changed.

In this presentation or workshop I share the techniques and attitude adjustments that I used to deal with my doubts, get off the sofa, and take on and win the trans-Atlantic rowing race and become the first kiwi to trek unassisted to the South pole.

This presentation is broken into 4-5 topics (depending on time available).

### **PARTICIPANTS WILL LEARN:**

#### **1.1 HOW TO GET TO GRIPS WITH A DAUNTING CHALLENGE**

- How to take action and break the grip of procrastination
- The limits of rational approaches and how to deal with 'analysis paralysis'
- Four ways to get enthusiastic about your challenge
- How to use foresight to address your concerns
- A system for dealing effectively with your objections

#### **1.2 HOW TO GET A WINNING ATTITUDE**

- The benefits of taking on a challenge you might fail at
- The stark difference between committing to an outcome vs 'trying your best'
- The real reason for why you need to take on a tough challenge

#### **1.3 HOW TO BUILD YOUR CAPABILITY. THE THREE LIMITING BELIEFS**

- 'If you want it enough you'll get there' - how motivation is only half the answer
- 'I'm already an expert' - how overconfidence hobbles growth
- 'I'm not able to learn' - how to identify and cure a 'fixed' mindset

#### **1.4 HOW TO ENERGISE AND UNITE TEAMS**

- The single rule that helped me and my new team mate survive the Atlantic and Antarctic
- The importance of being able to resolve disputes between team mates. Why that can be so difficult and how to overcome it

#### **1.5 HOW TO BOOST MENTAL TOUGHNESS AND RESILIENCE**

- How to reframe adversity into opportunity
- The only way to stop being daunted by overwhelming challenges
- The '3 Setback Solutions' method for processing setbacks faster

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"Having first heard Kevin speak at another event and coming away thinking 'Wow' combined with a great dose of inspiration, I knew he would be ideal for the guest speaker at our Sales Conference - the focus being goal setting and 'gearing for growth' - and he didn't fail! I was inspired and motivated all over again. Kevin is very easy to listen to and holds his audience captive with tales of his great adventures and sparks motivation and inspiration within us all. Feedback from our Conference was 100% positive and Kevin was the **highlight of the whole event**. Thanks Kevin, I knew you would be a great choice!"

— **Michaela Kelly, Marketing Co-ordinator, Packaging House**



## IS YOUR TEAM STUCK IN A RUT?

### ARE YOUR PEOPLE TAKING PERSONAL RESPONSIBILITY TO ACHIEVE THEIR WORK GOALS?

**The content of this presentation or workshop is about inviting your team to push back their boundaries, reconsider their limiting beliefs and dramatically increase what they think they are capable of.**

Every organisation faces times where performance plateaus, when the workforce is firmly within their comfort zone. At these times what is needed is a bit of a circuit breaker, something to knock the problems and challenges back into perspective.

Something to get people excited about how much more there is to achieve.

Yet obtaining peak performance is not just about increasing effort. If it was as simple as that then every Olympic athlete would be training 26 hours a day! It's a combination of things that starts with getting the right 'winning' mindset, creating a strong, supporting team dynamic and then developing a strategy that focuses on those areas where your effort is going to result in the greatest payoff.

## PARTICIPANTS WILL LEARN:

### 2.1 HOW AND WHY TO TAKE ON TOUGH CHALLENGES

- Two reasons why performance requires committing to a tough goal
- What the real point of taking on tough challenge is
- A technique for identifying and eliminating internal doubts (including the three main objections to lifting performance and how to effectively deal with them)
- Four ways to get enthusiastic about your challenge

### 2.2 HOW TO GET A WINNING ATTITUDE

- the benefits of taking on a challenge you might fail at
- the stark difference between committing to an outcome vs 'trying your best'
- the real reason for why you need to take on a tough challenge

### 2.3 HOW TO DEAL WITH THE BOGEYMAN OF 'FAILURE'

- How to look through failure to assess a challenge based on benefits
- 5 ways to control risk so that the fear of failure doesn't affect performance
- How to maintain motivation even when it appears you're going to fail
- When to increase the size of your challenge
- 4 ways to remove self judgement about falling short

### 2.4 IMPROVING TEAM DYNAMICS

- An exercise a team can use to dramatically improve its culture
- The single rule that helped me and my new team mate survive the Atlantic and Antarctic
- Why it can be so difficult to resolve disputes and how to overcome it
- How to have difficult conversations

### 2.5 HOW TO BOOST MENTAL TOUGHNESS AND RESILIENCE

- How to keep going through the mid challenge motivational 'slump'
- How to reframe adversity as opportunity
- Three ways to persevere through adversity

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"Kevin was a guest speaker at a recent business event we held. His focus for our event was around change and resilience. The hour Kevin spoke to us was **high energy, funny, inspiring and really relevant to all of us**. Through story telling he shared techniques and strategies to face our challenges and succeed - just as relevant to an extreme adventure as they are in facing our everyday challenges and dreams. He shared how a regular person like any of us can achieve amazing things - truly inspirational and enjoyable. I would highly recommend Kevin - we were all left feeling energised and he had a great way of connecting with us, a very genuine and inspiring person."

- San Holt & Carolyn Power, IRD



## ARE YOUR TEAMS WORKING AS EFFECTIVELY AS THEY COULD BE?

## ARE YOU LOOKING TO BREAK DOWN SILOS AND REINVIGORATE YOUR TEAM CULTURE?

**The content of this presentation or workshop is about improving the culture within a team, about setting up the ground rules for behaviour and heading off problems before they become serious issues.**

Success in your business means having high performing teams. There is plenty of evidence that shows that teams produce better results than individuals – but only when a team is functioning well!

Everyone has experienced the frustration, aggravation and productivity loss of being in a team that is dysfunctional. If the team dynamic is starting to turn sour it is essential to address it early before problems become entrenched.

Dealing with the issue of poor performance in a team can be delicate. Sometimes the manager can find themselves too close to the personalities involved to intervene, and having an external trainer in to explicitly address team behaviour can be pointed and confronting.

However, because I'm outside of your organisation, I can present constructive team messages without making it obvious that that was the point of the session. By including relevant teamwork incidents from my adventures, and how they were resolved, I get the messages across painlessly.

In other words - I rowed across the Atlantic with a guy who I had only just met and had nothing in common with. We won the race. Here's how I made it work.

## PARTICIPANTS WILL LEARN:

### 3.1 HOW A TEAM ONLY NEEDS 5 THINGS TO BE SUCCESSFUL

- Common purpose
- Clear roles
- Shared beliefs
- Rules of conduct
- A way to handle disputes

### 3.2 HOW TO ESTABLISH COMMON PURPOSE

- When you think you have a clear purpose and you don't
- The three problems of establishing a common purpose
- The importance of having the same objectives in the same order

### 3.3 HOW TO DEFINE CLEAR ROLES

- How clearly specified roles for individual team members is more important than a clearly defined approach for achieving the goal
- A method for clarifying roles and responsibilities

### 3.4 HOW TO DEVELOP SHARED BELIEFS

- How beliefs underpin team effectiveness
- The importance of having the same shared beliefs

### 3.5 HOW TO ESTABLISH RULES OF CONDUCT

- How team culture depends on rules and values, and when to use both
- The rule that Google uses to increase team performance
- A method for developing a team's own rules
- The single rule that helped me and my new team mate survive the Atlantic and Antarctic

### 3.6 HOW TO HANDLE DISPUTES

- The two biggest mistakes that people make when preparing for a tough conversation
- The two rules that will transform the way that you approach tough conversations
- How to have that difficult conversation

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**"Kevin nailed it.** Don't tell him this, but he got the highest score on the delegates' evaluation forms. Our clients thought it was a great presentation and we were delighted. I'd happily recommend Kevin to anyone else looking for an entertaining and inspirational speaker. In addition to delivering on the day, he was professional to deal with, keen to listen to what we wanted, sought feedback along the way, and worked well with our logistics team."

– **Russell Garrett, Head of Institutional Wealth, Mercer**

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## IS YOUR TEAM FINDING IT DIFFICULT TO COPE WITH CHANGE?

### ARE THEY FACING CHALLENGE AFTER CHALLENGE?

**The content of this presentation or workshop is about making your team members better at taking on challenges, more resilient to setbacks, coping better with stress and persisting through adversity. It will provide them with tools to enable them to better persevere through difficult times and cope better with change.**

Nothing worthwhile is easy. Having the courage to set tough goals and then keep going when the going gets tough is an essential skill. In every role in every part of an organisation setbacks happen frequently - whether they come through external shocks, cyclical downturns or through our own unintended, unexpected screwups.

The Japanese have a wonderful saying 'Fall down six times, get up seven.' In many areas of life the single most important factor predicting success is mental toughness or 'resilience' - the ability to bounce back after shocks and setbacks and not dwell in unproductive emotions.

For many people this is easier said than done. There is a tendency to internalise the reasons for a failure, generalise the failure to other areas and to believe that things won't improve. A small number of people are natural resilient. The good news for the rest of us is that there are skills and techniques which, if learned, can dramatically improve our mental toughness.

## PARTICIPANTS WILL LEARN:

### 4.1 HOW TO BOLDLY TAKE ON BIG CHALLENGES

- Two reasons why performance requires committing to a tough goal
- What the real point of taking on tough challenge is
- How to take action and break the grip of procrastination
- The limits of rational approaches and how to deal with 'analysis paralysis'
- Four ways to get enthusiastic about your challenge
- How to use foresight to address your concerns
- A system for dealing effectively with your objections

### 4.2 HOW TO DEAL WITH SETBACKS

- How setbacks affect us in three ways
- What setbacks mean
- The natural recovery process
- How negative and unproductive emotions are created and sustained
- How to get some distance between you and your emotions
- The three questions that determine how badly you feel after a setback and how to answer them
- The importance of owning your mistake
- How to bounce back faster from negative and unproductive emotions

### 4.3 HOW TO COPE WITH STRESS

- How to identify and change the lifestyle factors affecting stress
- See how well they are sticking to them

### 4.4 HOW TO PERSIST THROUGH ADVERSITY

- How to reframe adversity as opportunity
- How to focus on incremental gains
- The usefulness of having a purpose
- How to use mantras to increase persistence

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"Thanks so much for yesterday it was an unqualified success with **your presentation the hands-down highlight** for everyone. Your key messages were so well aligned with where we want to go and leadership profiles that we have in our organisation and aspirations for our team to develop - it was just Oarsome!"

– Grant Willis, CFO, Suncorp Life NZ

## ARE YOUR TEAMS WORKING AS EFFECTIVELY AS THEY COULD BE?

## ARE YOU LOOKING TO BREAK DOWN SILOS AND REINVIGORATE YOUR TEAM CULTURE?

Often I'm asked to provide advice to people who have been recently promoted from their line roles to positions of authority over others. Or to give guidance to leaders to help them maintain direction, engage their team and grow results through periods of change.

The trick to providing advice that is actually going to be used is to keep it simple. I've boiled it down to four

principles that leaders can use to improve almost any situation.

1. Take initiative to make things better
2. Maintain the self-confidence and self-esteem of others
3. Focus on the situation not the person
4. Roll with the punches

## PARTICIPANTS WILL LEARN:

### 5.1 TAKE INITIATIVE TO MAKE THINGS BETTER

- How to take action and break the grip of procrastination
- How to deal with analysis paralysis
- Two reasons for why your challenges should be tough
- What the real reason for taking on a tough challenge is
- Four ways to get enthusiastic about your challenge
- How to use foresight to address your concerns
- How to apply a system for dealing effectively with your objections

### 5.2 MAINTAIN THE SELF-CONFIDENCE AND SELF-ESTEEM OF OTHERS

- How team culture depends on rules and values, and when to use both
- How to apply the 'Psychological Safety' rule to increase team performance
- The 'Energy Rule' or 'No Moan Zone' that we used to keep our new team focused and performing
- The three ways of interacting that can quickly destroy the culture of a team

### 5.3 FOCUS ON THE SITUATION - NOT THE PERSON

- The two biggest mistakes that people make when preparing for a tough conversation
- The two rules that will transform the way that you approach tough conversations
- The 'Hothead Rule', and The '3 Bastards Rule'
- How to have that difficult conversation

### 5.4 ROLL WITH THE PUNCHES

- How setbacks affect us in three ways
- How setbacks are to be expected
- The natural set back recovery process and how to speed it up
- How negative and unproductive emotions are created and sustained
- How to get some distance between you and your emotions
- The three questions that determine how badly you feel after a setback and how to answer them
- The importance of owning your mistake
- How to bounce back faster from negative and unproductive emotions

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"Kevin's presentation to our A/NZ Leadership team started at 100kph and took us on a journey of aspiration, planning, resilience and ultimately - victory. An awesome speaker and some very relevant insights for our year ahead as individuals and as a team. A complete success, thanks Kevin!

- **Mike Smith, CEO, IBM NZ**



**DOES YOUR TEAM NEED A SAFETY REFRESHER?****DO YOU WANT TO HELP INSTIL A CULTURE OF SAFETY?**

Keeping your workforce safe has never been more important. The problem is that much of achieving your safety goals relies on your team having the right attitude and being vigilant with regard to risk and compliant with safety protocols 100% of the time. Not 90% of the time, 100%.

I'm frequently asked to talk to groups like logging gangs, or electrical line workers to help improve attitudes to safety. It's a great fit with my core story - because taking on adventures is not about being brave or lucky or reckless with regard to danger. It's about very carefully identifying what might go wrong and then taking steps to make sure that either it doesn't happen. Or if it does happen, that the consequences are survivable. It's about putting in place policies, following procedures, creating habits and recognising the warning signs that indicate things are about to go pear-shaped.

I had an experience that transformed my attitude toward safety when I was first considering taking part in the trans-Atlantic rowing race. I was put off by the fact that 6 boats, 12 crew had been lost at sea attempting this feat. That was a deal breaker. I wasn't prepared to gamble my life.

Then I found myself talking to someone who had done a trek down in Antarctica. I asked him, 'Isn't it cold?'. His reply was, 'You know it's going to be cold, you take warm clothes.'

It took me a while to realise how profound that simple statement was. I thought that to succeed at adventures was about being brave or lucky. What this guy was saying was not to be such an idiot. It's not about rolling a dice - it's about carefully identifying what might go wrong and then doing something about it. If my biggest concern was being swept off the boat - then I can just stay tied onto the boat. Safety isn't about mindless compliance. Getting safety sorted frees you from anxiety and makes big risky challenges possible.

This new approach worked very well - until I nearly drowned out in the middle of the Atlantic at night when the boat capsized and I wasn't tied on. I go through the list of warning signs we ignored that are common to so many accidents.

- rushing
- complacency
- frustration
- fatigue

**PARTICIPANTS WILL LEARN:****6.1 HOW TO GET A BETTER SAFETY ATTITUDE**

- The mistakes people make when thinking about 'safety'
- The conversation that changed my attitude towards risk
- How getting safety sorted allows you to go faster and harder

**6.2 HOW TO AVOID HARM**

- How to use foresight to avoid risk
- How to use statistics to reduce risk
- How to learn from case studies

**6.2 HOW TO TELL SOMETHING IS GOING TO GO WRONG**

- The four deadly horsemen of the apocalypse
- The 'swiss cheese' theory of how accidents happen
- How to learn from close calls
- How to speak up when things are starting to go wrong

**AS A RESULT OF ATTENDING, PARTICIPANTS WILL:**

- Be reminded of the importance of their safety processes
- See how following safety rules is a blessing, not a burden
- Hear a vivid reminder of what happens when you don't follow safety procedures

We asked Kevin to talk to us about his adventures and how safety and team work made a difference. It was spectacular! He showed us extreme examples of what safety and team work means to him and how he applies it to his adventures. He has an ability to simplify tough, almost super human physical and mental challenges into simple processes that clearly work for him. It is a rare privilege to be able to listen to a guy like Kevin. He engaged with the audience and took us along for the ride with photos, videos and humour. Staff are still buzzing!

**- John Alemann, CEO, Waratah**



## 'YOUR OARSOME ADVENTURE'

I'm in the middle of a quarter life crisis. Overweight and out of work, I sit on the couch, eating fast food, watching daytime TV. I'm nagged by Mum, I'm bullied by the cat. Then I see a news clip about an unusual race - rowing a seven metre plywood dingy across 5000km of wave tossed, wind-swept Atlantic.

I figure it's probably not as hard as it looks. I decide to win. First I need to learn how to row. So begins a wild ride on a wave of high adventure that takes the audience around the world and through storms, sharks and a capsized.



At the same time they'll also be taking on the much tougher challenge of trekking, unsupported 2400kms from the Antarctic coast to South Pole and back across the coldest, windiest, highest, driest, most 'est' place on Earth. You'll stare into the blue-black abyss of crevasses, experience tooth-cracking cold, battle



with fickle GPSs and skin-melting frostbite. You'll be attacked by white ninjas and be surprised at the pole by ... girls in bikinis. Which is actually less surprising



then what you'll find waiting at the end of the trans-Atlantic rowing race!

You'll hear the story our patron Sir Ed told us about how they coped when it got really cold in his Antarctic expedition. You'll see how my decision to take part in the rowing race was nearly thwarted until the timely intervention of Charlotte Dawson and the hosts of the 'How's Life' TV show. I'll share the spine-stiffening advice given to me by super coach Jon Ackland that really transformed my attitude about taking part in the race. You'll hear the top four worst things actually said to another rower while at sea. And the best piece of advice we received from a



passing boy racer when training for the South Pole by dragging car tyres through the streets. And much more besides!

Fast paced, high energy, and massively entertaining. This account of an absolute under dog taking on two of the world's toughest adventures never fails to have the audience laughing out loud and leave feeling inspired. Bring a ladder, you'll be peeling your team off the ceiling!

"We have had Kevin speak to our two operational teams over the last few months. Not only does Kevin tell an inspirational and funny story of his adventures over the last few years, he expertly weaves in very powerful safety messages that helped us strengthen points that we have been focusing on internally. He had the crowd engaged from the first minute and **I have had nothing but positive feedback from the team.** I would have no hesitations recommending Kevin to anyone."

— Jono Brent, Chief Executive Officer, Connetics



## 'YOUR REALITY TV SHOW'

Most TV these days is reality TV, and the latest trend is to take an occupation and turn it into a show. If you're a lifesaver you've got 'Piha Rescue'. If you're a vet you've got 'Vet Tales'. If you're a housewife you've got 'Real Housewives'. If you're single you've got 'The Bachelor', and if you think you've got talent you've got 'NZ's Got Talent'. Do you see the trend? They're coming for you next!

In this action-packed presentation I prepare you, the audience, for your career in front of the camera by taking you behind the scenes of the filming of 'First Crossings' and 'Intrepid NZ' and sharing what I've learned.



### FOUNDATIONS

Did you think that TV used to be better back in the old days? Let's take a look at this clip from The Black and White Minstrel Show from 1977. Just to be clear about how weird it is. This is two white guys (or maybe black guys?) dressed as black guys who are dressed as Mariachi's singing to a fake horse's head.



They don't make stuff like that any more! Instead they make Reality TV. But the idea of Reality TV - that the audience could be the subject of the show - has been around for a long time, in shows like 'Candid Camera.' The host of the show, Alan Funt, was a household name and instantly recognisable. In 1969, when the plane he was on was hijacked and flown to Cuba, the passengers on board were very anxious. Until someone recognised Alan Funt in the front row. Then they all started laughing. They were still laughing even as they got off the plane in Havana!



### FORMAT

You'll learn how to come up with a format for your show and how much 'Man vs Wild' has in common to 'Dating Naked'. We'll fire up the 'Format-A-Tron' and find a format and even a name for your new show.



### FUNDING

You'll find out about the three stakeholders that need to be satisfied before you can get your TV show off the ground, and how the inspiration for 'First Crossings' was in fact 'The Secret Life of Dancers'.



### FILMING

In real life cliff hangers don't come along every 22 minutes - but film crews expect to be paid anyway. So I'll explain how you sometimes need to give reality a helping hand - are you ready to play 'Real or Fake'?



I'll talk about the hardest times in shooting 'First Crossings'. When things got so difficult and dangerous we had to put the cameras away - Jamie's brush with death on the Buller river and going blind climbing Mt Aspiring. And the strange curse that seemed to follow our show from location to location.

### FAME

You might think that now you're on TV you'll be hanging out with Taylor Swift's posse and shooting hoops with Justin Bieber. More likely is that you'll be in drag, under a gunge bucket putting on a lipstick for Sunday morning kids TV (I wish I was joking).

Being a celebrity may not make you famous, but it does give you super powers. I'll show you how you can find out what the world actually thinks about you!

"I'd like to thank Kevin on behalf of the team at ALGIM for delivering a memorable experience for our delegates. Kevin was a pleasure to work with, and we look forward to dealing with him again in the future. Here is some feedback from our delegates (regarding his Mental Toughness keynote): Fantastic! Everyone needs to hear this - Brilliant presentation, interesting and thoughtful - Eye-opener - Great tips - Will use this moving forward - Wickedly awesome! - **Best motivational speaker I have heard** - Exceptional - Very inspirational and motivational."

— Gee Mason, Events Coordinator, Association of Local Government Information Management



# USE ME AT THESE TIMES TO GET THESE RESULTS

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## 9AM - START OF THE EVENT

When you want to start your event with a bang. When you want to emphasise that this is not a normal office day and to get people excited. When you want the audience to start thinking about what might be possible and what they might be capable of.

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“If Google had 10 stars - I would give them to Kevin - He speaks from the heart having achieved some amazing feats of human endurance. He presents fantastic goal setting techniques that are tailored to the audience making him the best motivational speaker I have ever heard.”

– **Keith Robieson, General Manager, Storage Box**

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## 11AM - AFTER MORNING TEA

This is the time slot for maximum impact. Your audience are awake and fully caffeinated and highly receptive to my message.

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“Kevin’s presentation couldn’t have been better for us! Some of our people were aware of Kevin and his reputation so we engaged him to speak at our staff conference. We had high expectations that were quickly exceeded by Kevin’s story-telling, humour and powerful insights that very closely attuned to our conference theme.”

– **Keith Manch, Chief Executive, Maritime NZ**

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## ENERGY DEAD SPOTS

They’ve had an afternoon of health and safety and now their eyes are starting to glaze over. Or maybe it’s the morning after the Gala Dinner the night before! That’s when you want me to come along and light a rocket underneath them.

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“Kevin Biggar had an incredibly hard timeslot to try and keep the Tandem crowd entertained and engaged. We had just had lunch, there had already been a number of presentations and we were coming to the end of the formal sessions. This was not a problem for Kevin as his presentation was so engaging that the team came out of it fully energised. His session was one of the highlights of the event, the entire team were talking about it for days to come.”

– **Rachel Lilly, Group Operations Manager, Tandem Travel**

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## 4PM - END OF THE DAY

It’s been a great day of learning and camaraderie - but the risk is that all the new learnings and attitudes will stay in the conference room. Send me in. I help delegates to start thinking about taking what they’ve learned and using it back in the workplace. I help them deal with their doubts, choose a more helpful attitude and start putting together a plan. I help prepare them for dealing with the setbacks that they are inevitably going to face as they begin to implement.

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“It was not only Kevin’s courage and intelligence which inspired our members but his humility and genuineness. He hugely engaged this audience - capturing minds and winning hearts. Kevin was by far the highest rated of all our conference presentations. It was also a pleasure working with him.”

– **Des Brennan, Chief Executive, Facilities Management Association of New Zealand**

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## 8PM - AFTER DINNER

You want a little something special to add sparkle to your evening event and set you up for a great night. Someone who can get attention even if the test match is playing next door (true story!)

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“Wow! Wow! Wow! We recently had Kevin as our keynote speaker at our annual awards ceremony and the feedback from our guests about how fantastic Kevin was has been overwhelming. Kevin is a fantastic speaker and made our evening one to be remembered. He was very professional and understood the brief and the audience. I can not speak highly enough of his presentation. Would highly recommend Kevin as a speaker at any event as he truly is inspirational!”

– **Sarah Rundstrom, Property Council of NZ**

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# SOME OF MY CLIENTS INCLUDE



"I heard again and again what an amazing speaker Kevin was and that he was the favourite thing about the event."

– **Claire Vale, Deloitte Fast 50**



"Kevin was by far the highest rated of all our conference presentations."

– **Des Brennan, FMANZ**



"We have been running our winter seminar for over twenty years and Kevin's after dinner presentation was the best yet."

– **Chris Lewis, BakerAg**



"Many stated that Kevin was the best speaker that our company has had in our 18 year history."

– **Mark Miller, Edinburgh Realty**

